



QUARTERLY MEETING

March 2, 2020



PRESENTING:

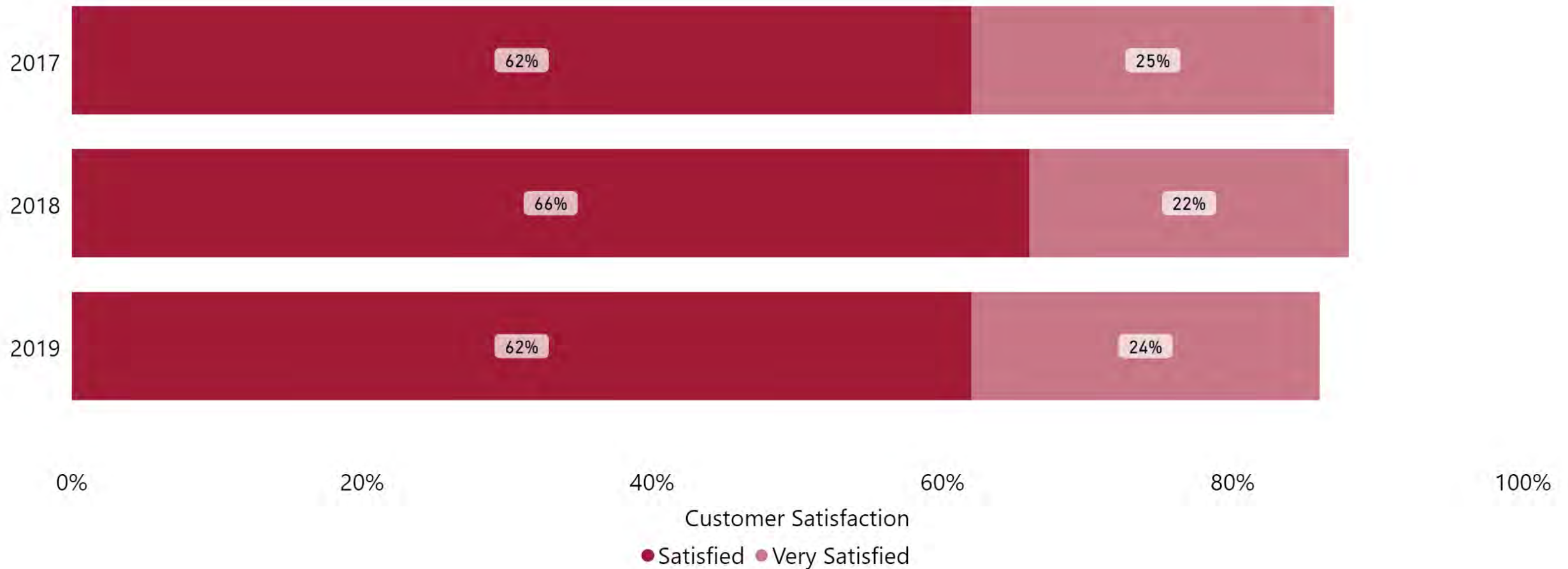
PROVIDE EXCEPTIONAL CUSTOMER SERVICE

TANGIBLE RESULT #1

TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.1: Percent of Overall Customer Satisfaction

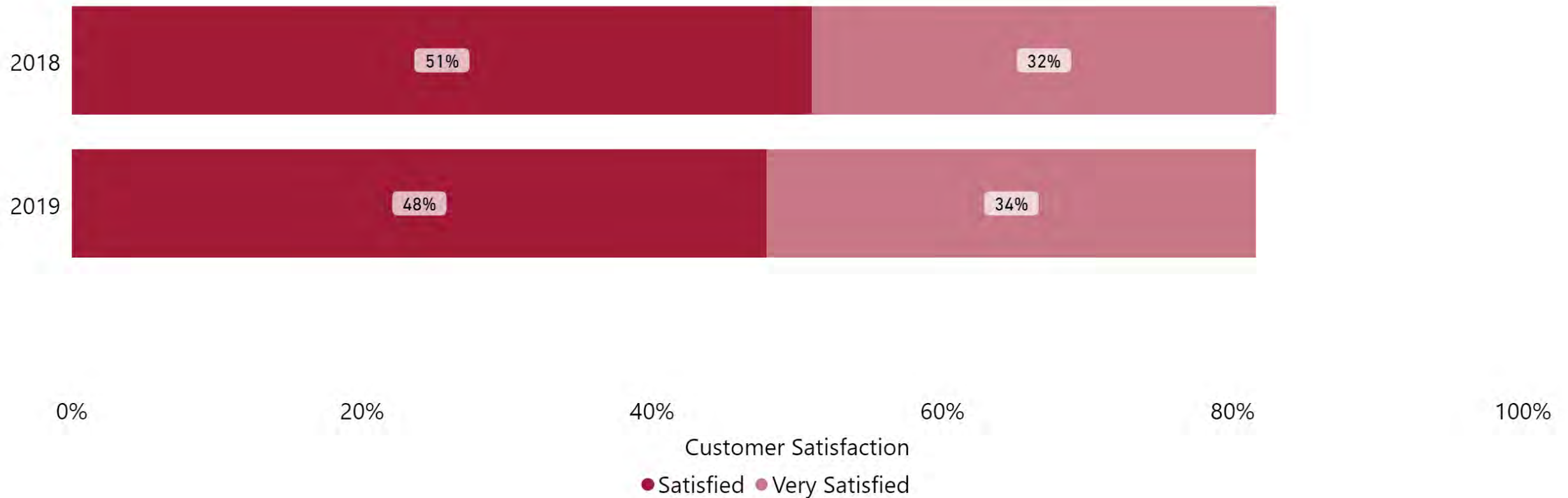
Chart 1.1.1: Overall MDOT Customer Satisfaction Rating for 2019



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.1: Percent of Overall Customer Satisfaction

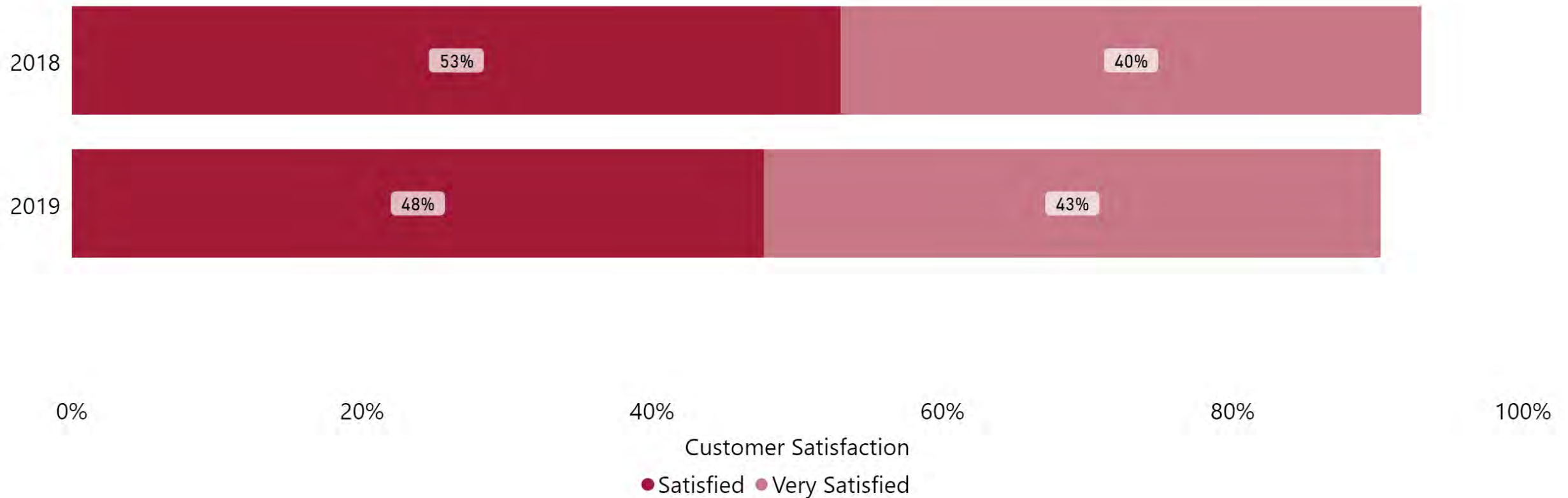
Chart 1.1.2: Overall Customer Satisfaction with Phone Contact MDOT-Wide for 2019



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.1: Percent of Overall Customer Satisfaction

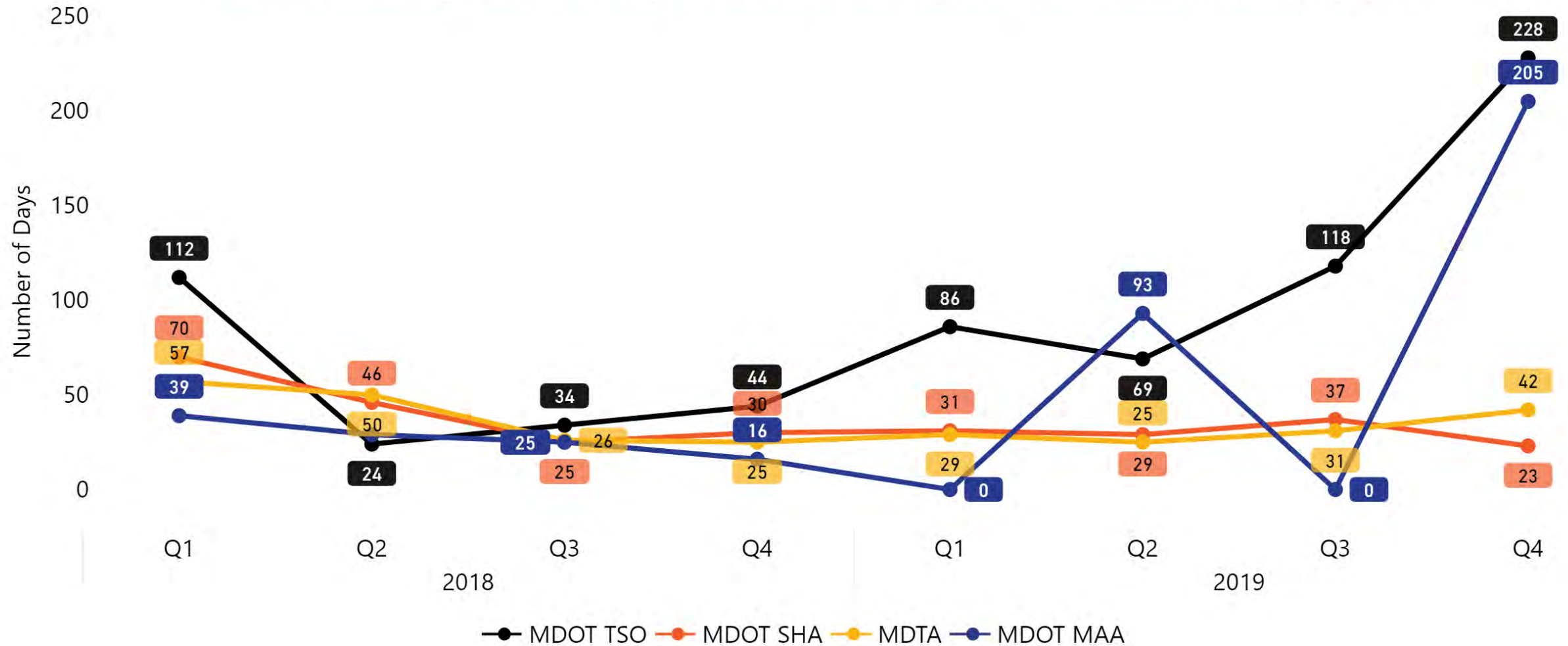
Chart 1.1.3: Overall Customer Satisfaction with Online Services MDOT-Wide for 2019



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.2: Responsiveness to MDOT Customer Correspondence

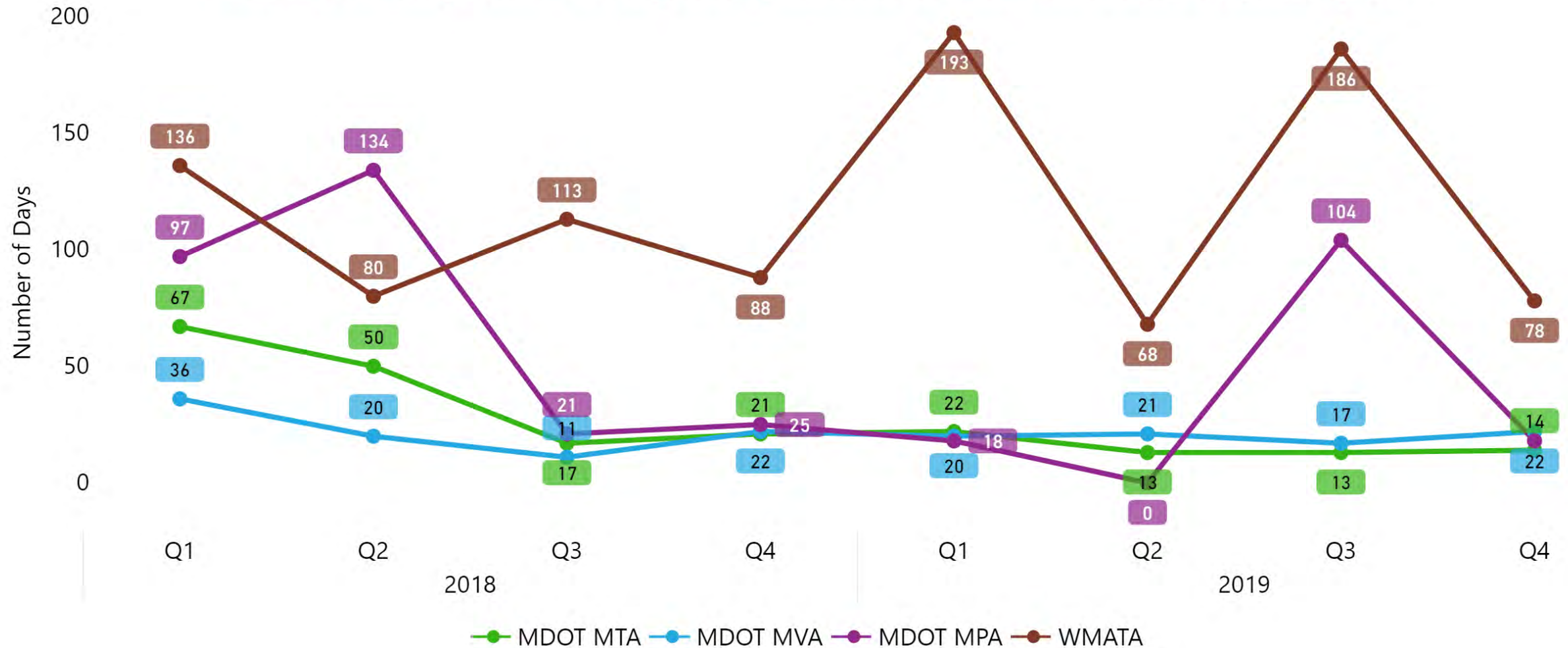
Chart 1.2A.1: Average Number of Days to Respond to Correspondence in MDOT IQ System by TBU



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.2: Responsiveness to MDOT Customer Correspondence

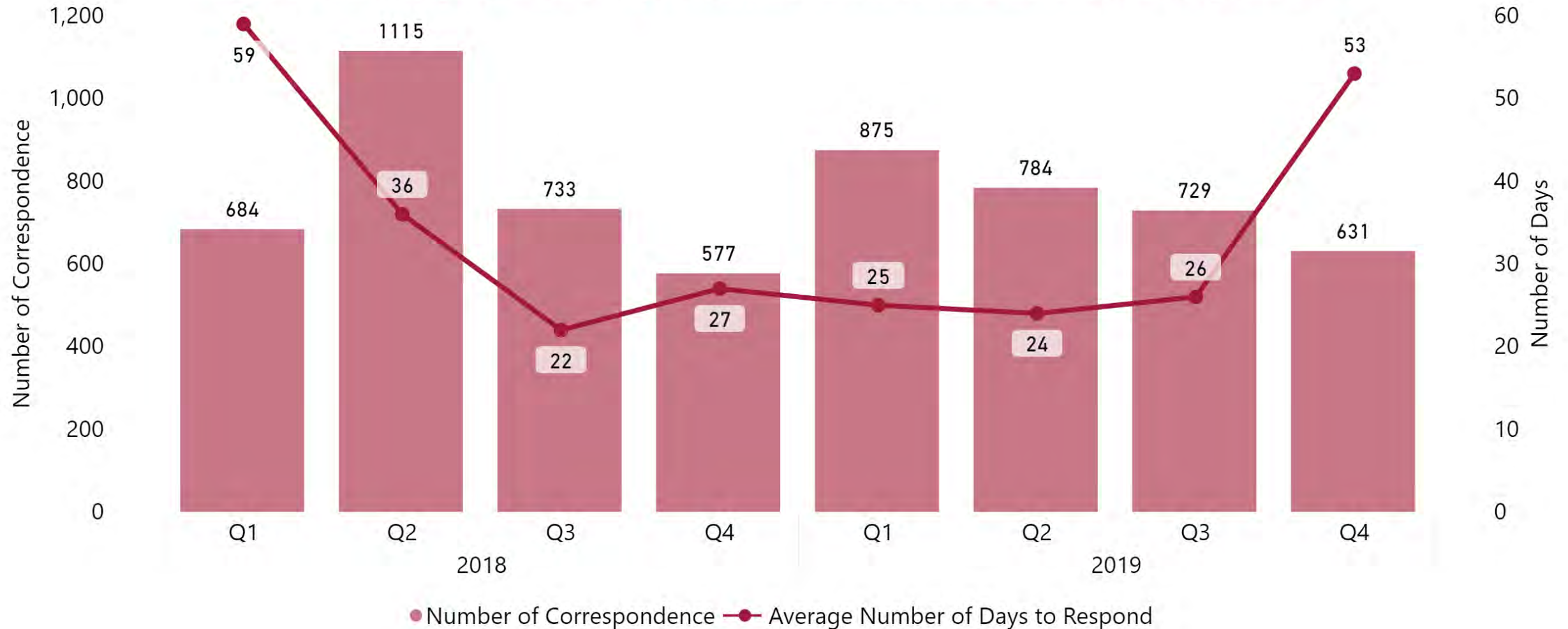
Chart 1.2A.2: Average Number of Days to Respond to Correspondence in MDOT IQ System by TBU



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.2: Responsiveness to MDOT Customer Correspondence

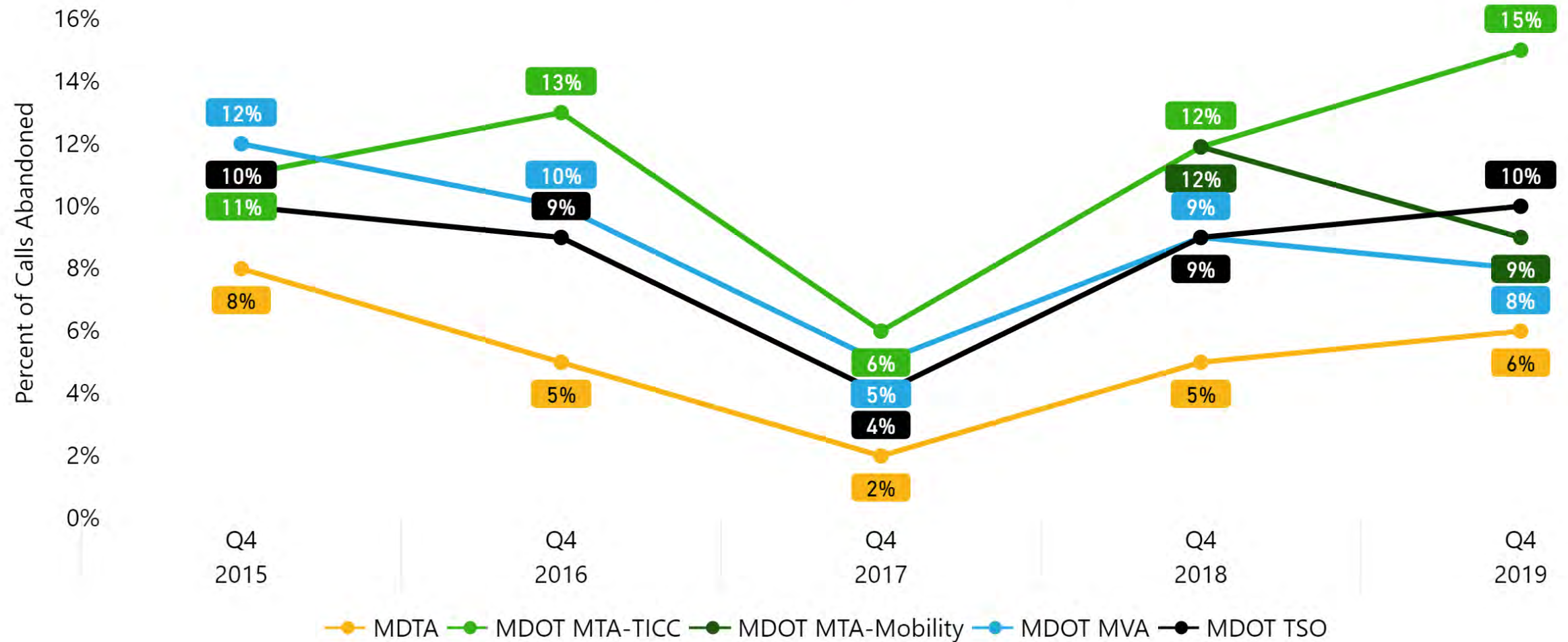
Chart 1.2A.3: Average Number of Days to Respond to Correspondence in MDOT IQ System-Wide



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.3: Customer Satisfaction with Receiving Goods and Services

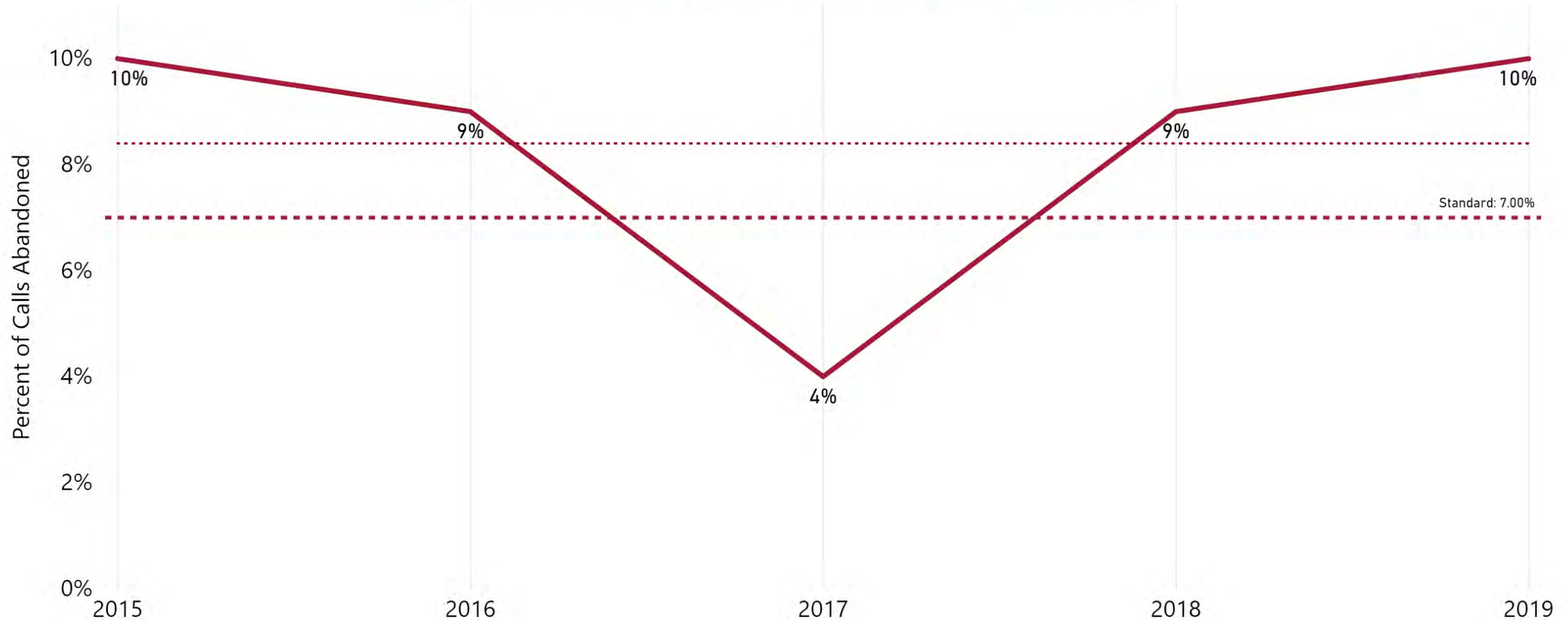
Chart 1.3A.1: Percent of Calls Abandoned at MDOT Call Centers



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.3: Customer Satisfaction with Receiving Goods and Services

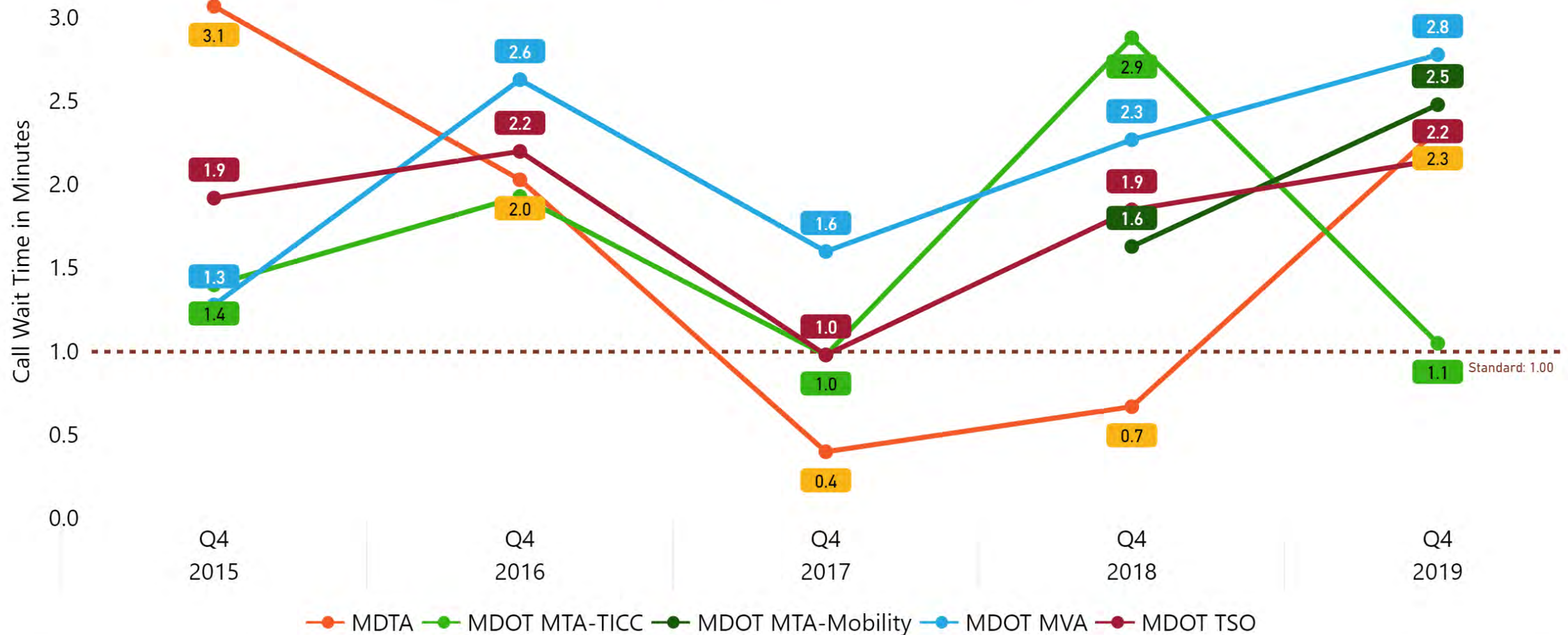
Chart 1.3A.2: Percent of Calls Abandoned at MDOT Call Centers



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.3: Customer Satisfaction with Receiving Goods and Services

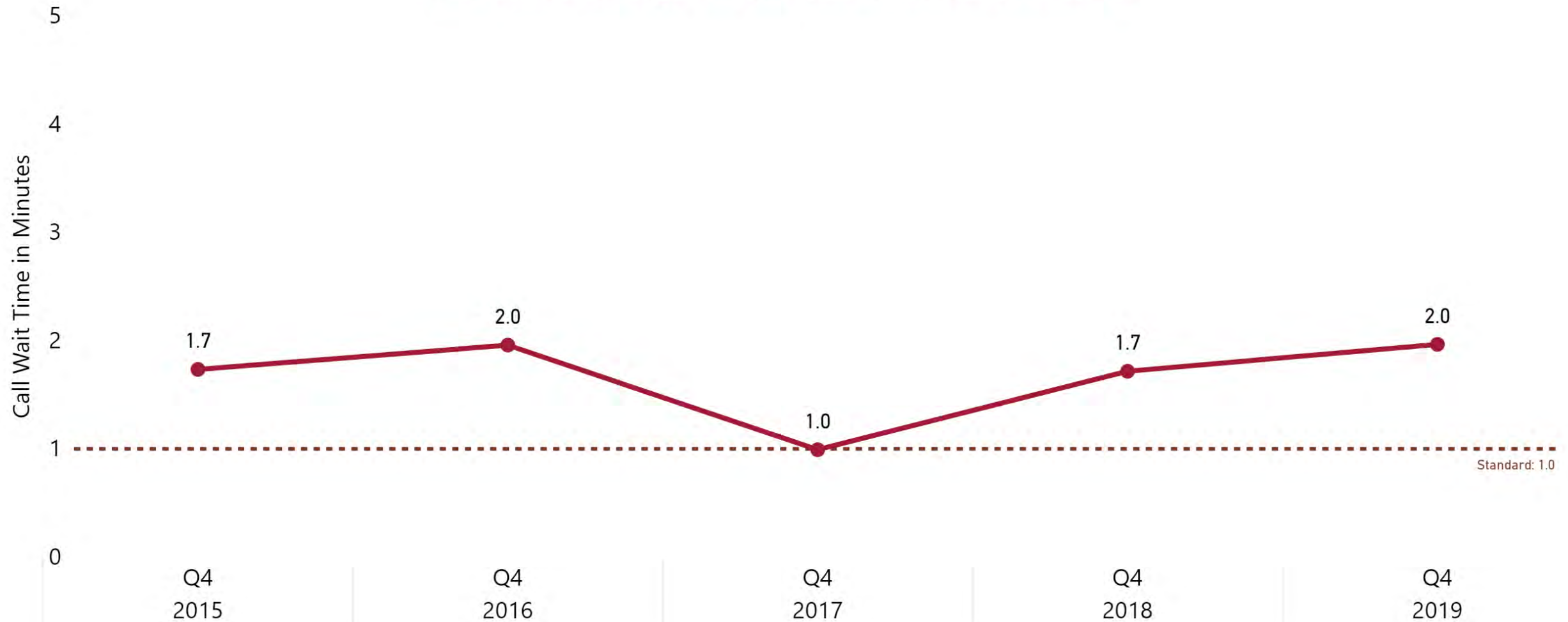
Chart 1.3B.1: Average Call Wait Times at MDOT Call Centers



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.3: Customer Satisfaction with Receiving Goods and Services

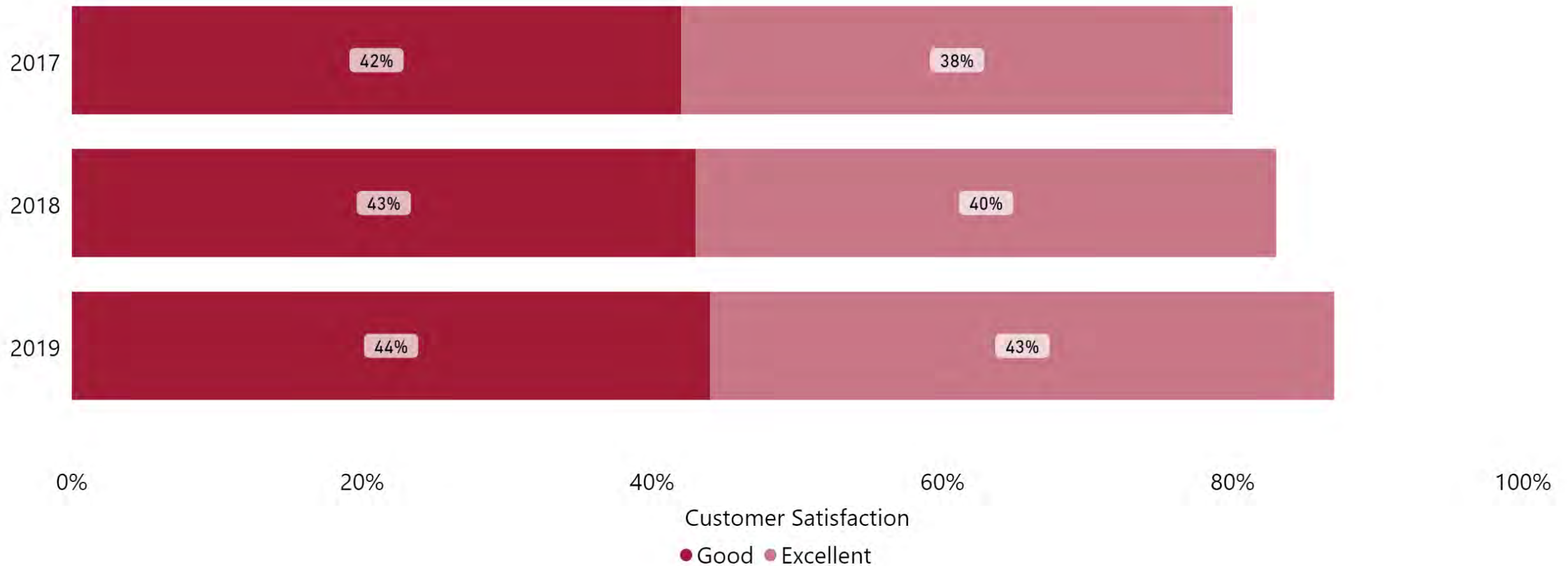
Chart 1.3B.2: Average Call Wait Times at MDOT Call Centers



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.4: Customer Satisfaction with Interactions with MDOT Representatives

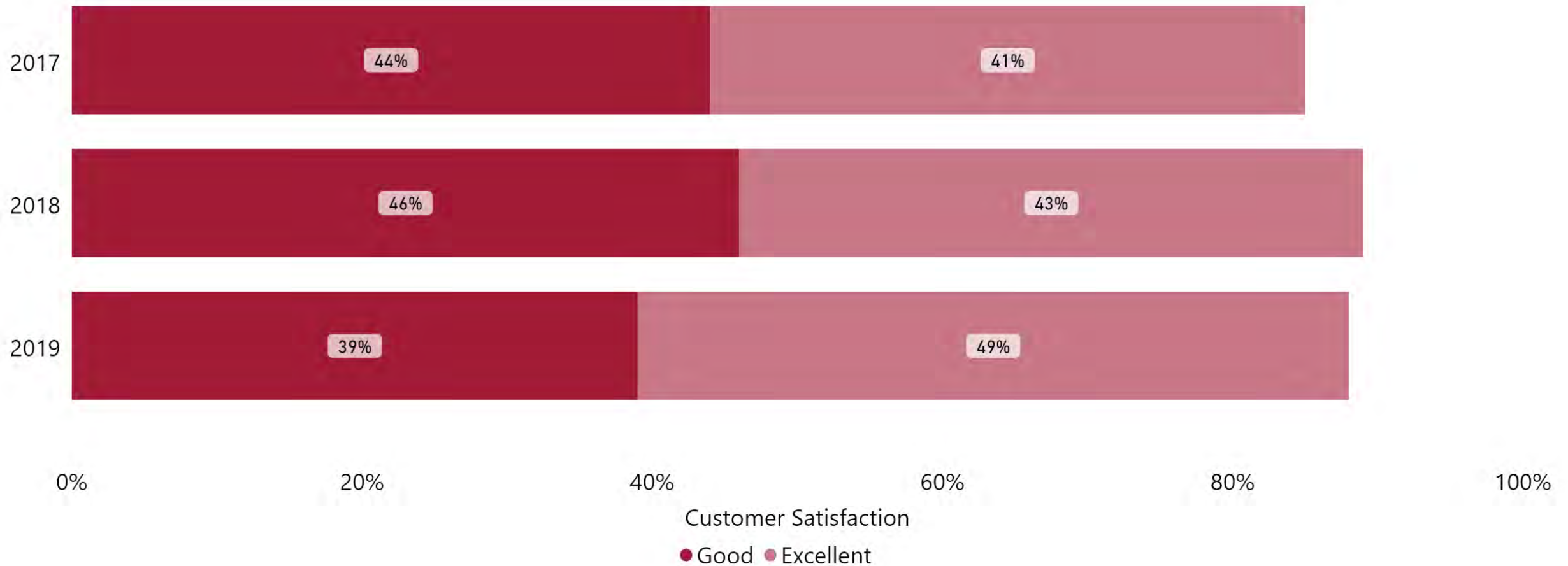
Chart 1.4.1: Customer Satisfaction with MDOT Representatives: Friendliness or Courteousness of Staff



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.4: Customer Satisfaction with Interactions with MDOT Representatives

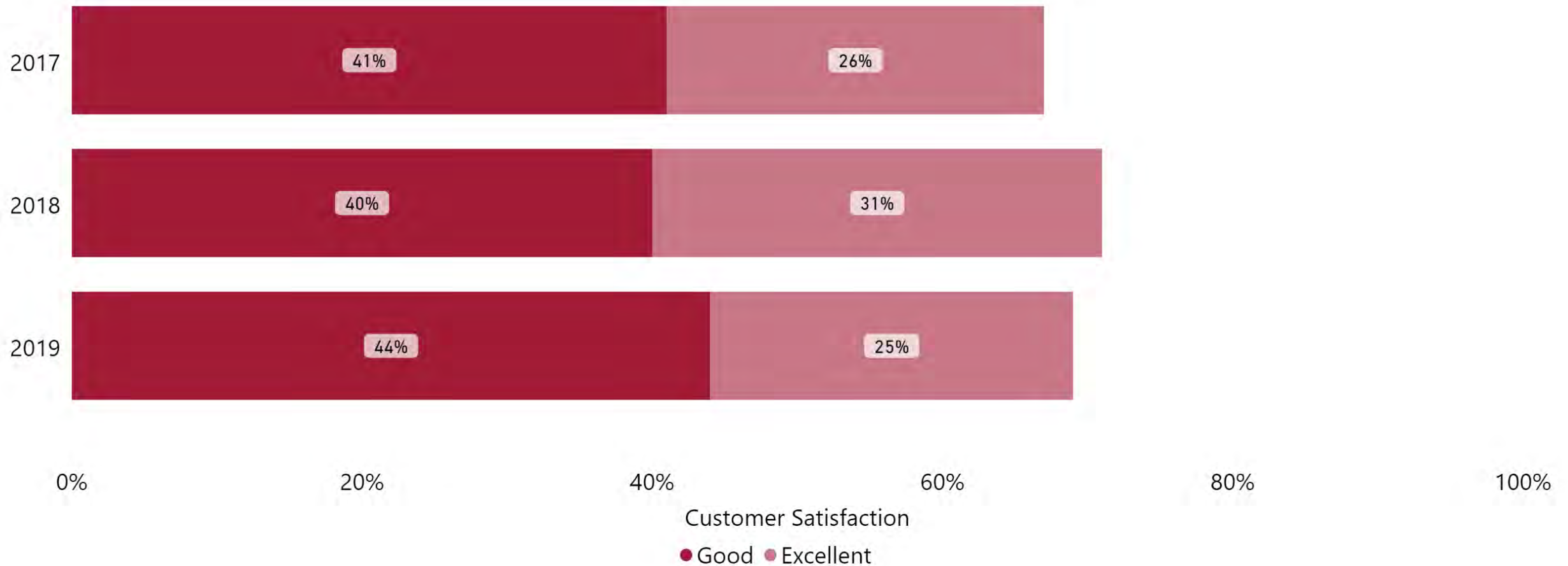
Chart 1.4.2: Customer Satisfaction with MDOT: Thoroughness and Accuracy of Information or Service



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM#1.4: Customer Satisfaction with Interactions with MDOT Representatives

Chart 1.4.3: Customer Satisfaction with MDOT: Timeliness or Speed of the Service Provided



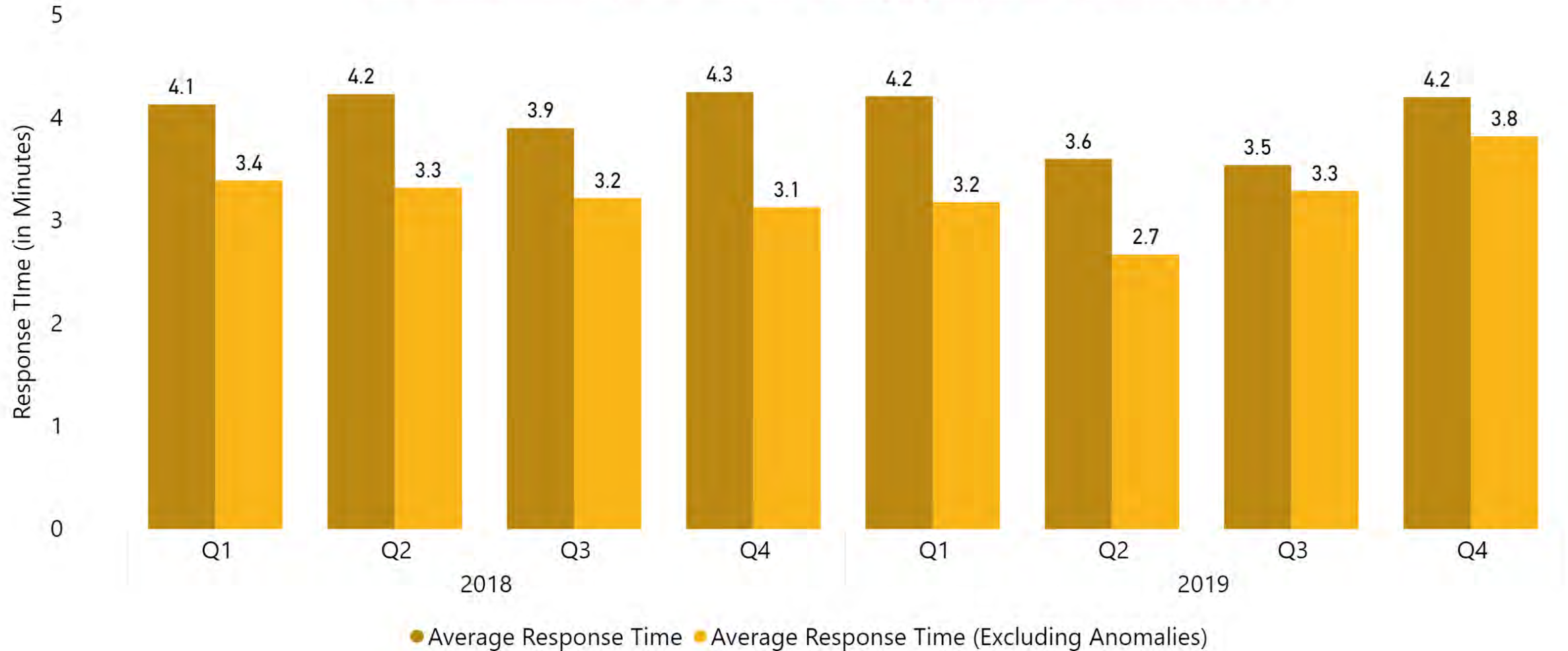


PRESENTING:
TANGIBLE RESULT #1
TBU SPECIFIC MEASURES

TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM MDTA 1.1: Response Time for Messaging

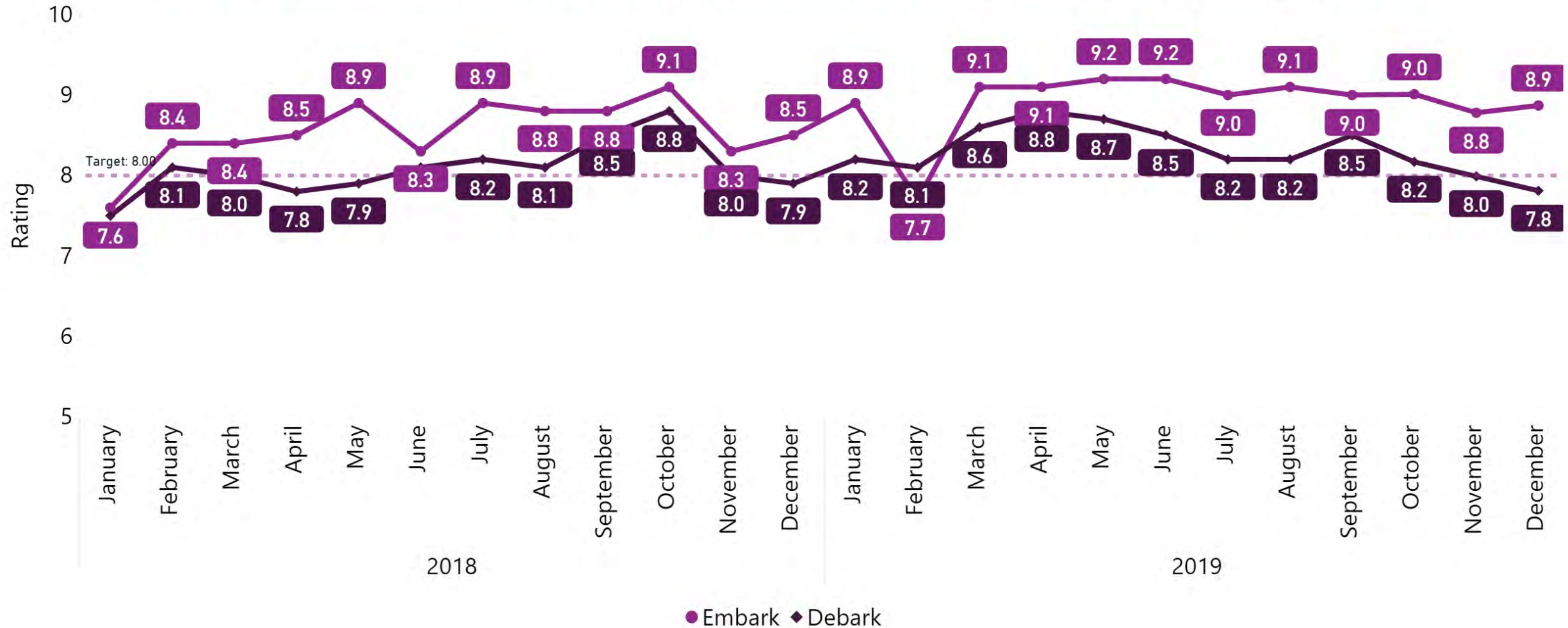
Chart MDTA 1.1.1: Reponse Time for Messaging Unplanned Events/Crashes



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM MPA 1.1: Cruise Line Survey's "Terminal Experience" Results

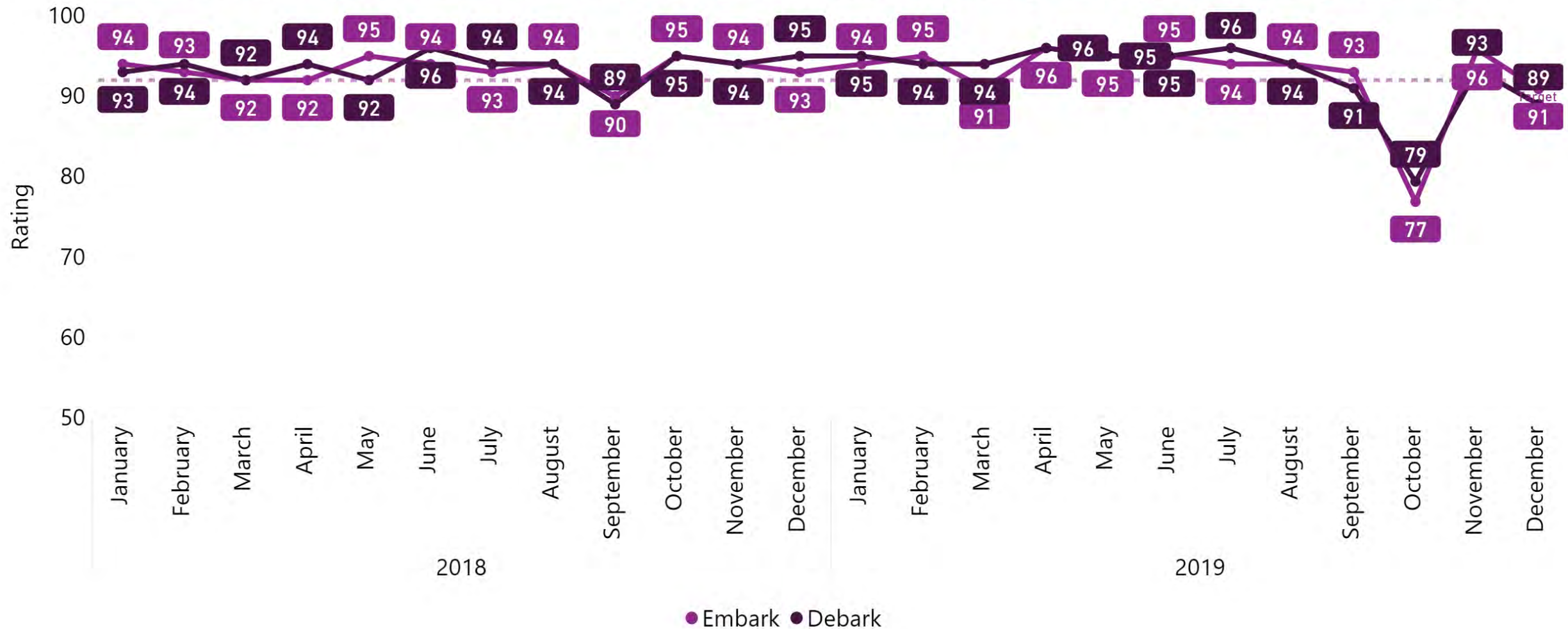
Chart MPA 1.1A: Carnival Cruise Line Passenger Embark/Debark Average Monthly Survey Ratings, (0 to 10)



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

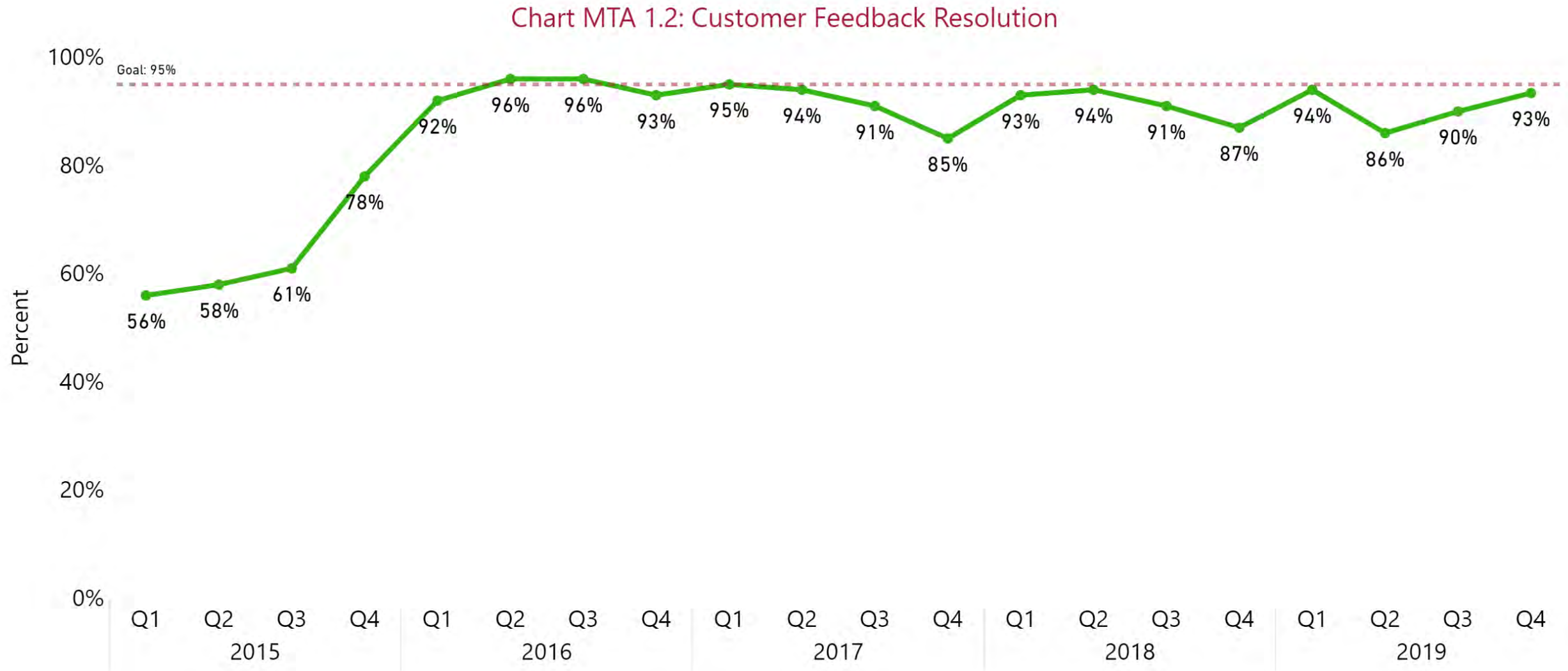
PM MPA 1.1: Cruise Line Survey's "Terminal Experience" Results

Chart MPA 1.1B: Royal Caribbean Cruise Line Passenger Embark/Debark Average Monthly Survey Ratings, (0 to 100)



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

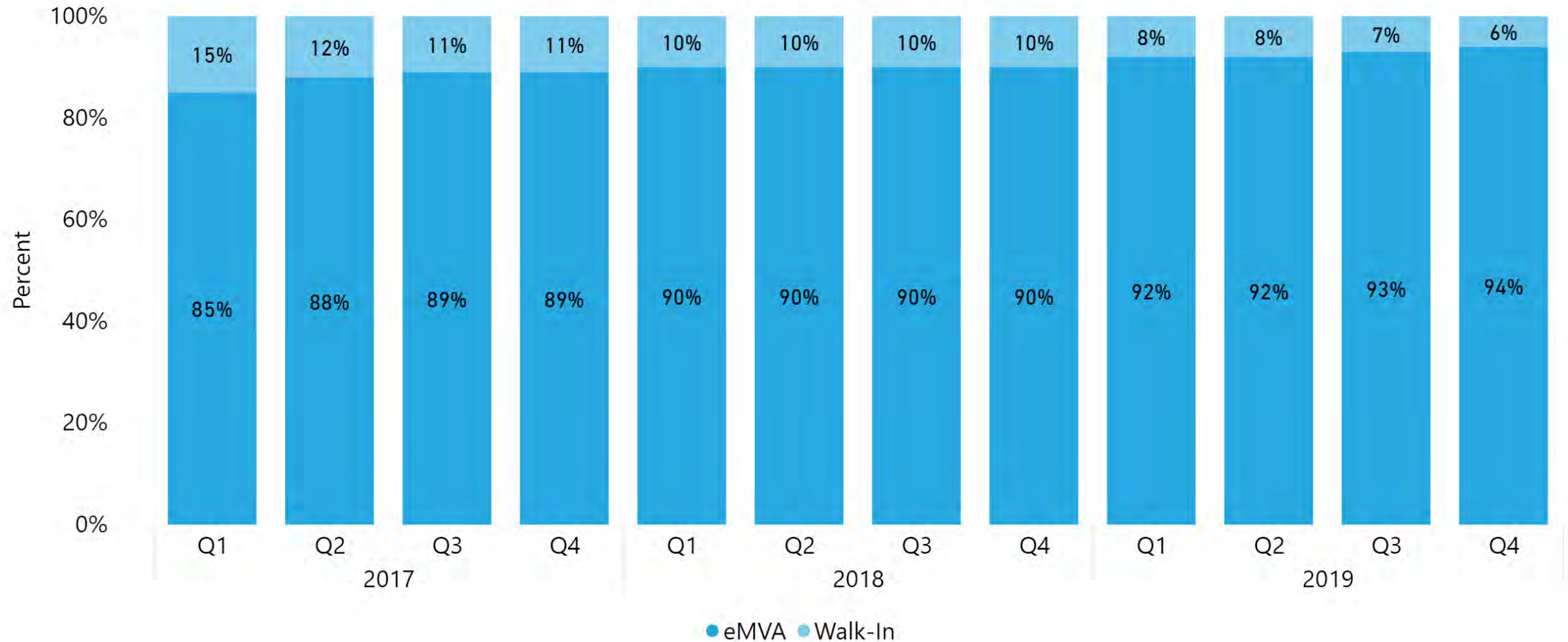
PM MTA1.2: Customer Feedback Resolution



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM MVA 1.1: Transactions Due to Vehicle Flag

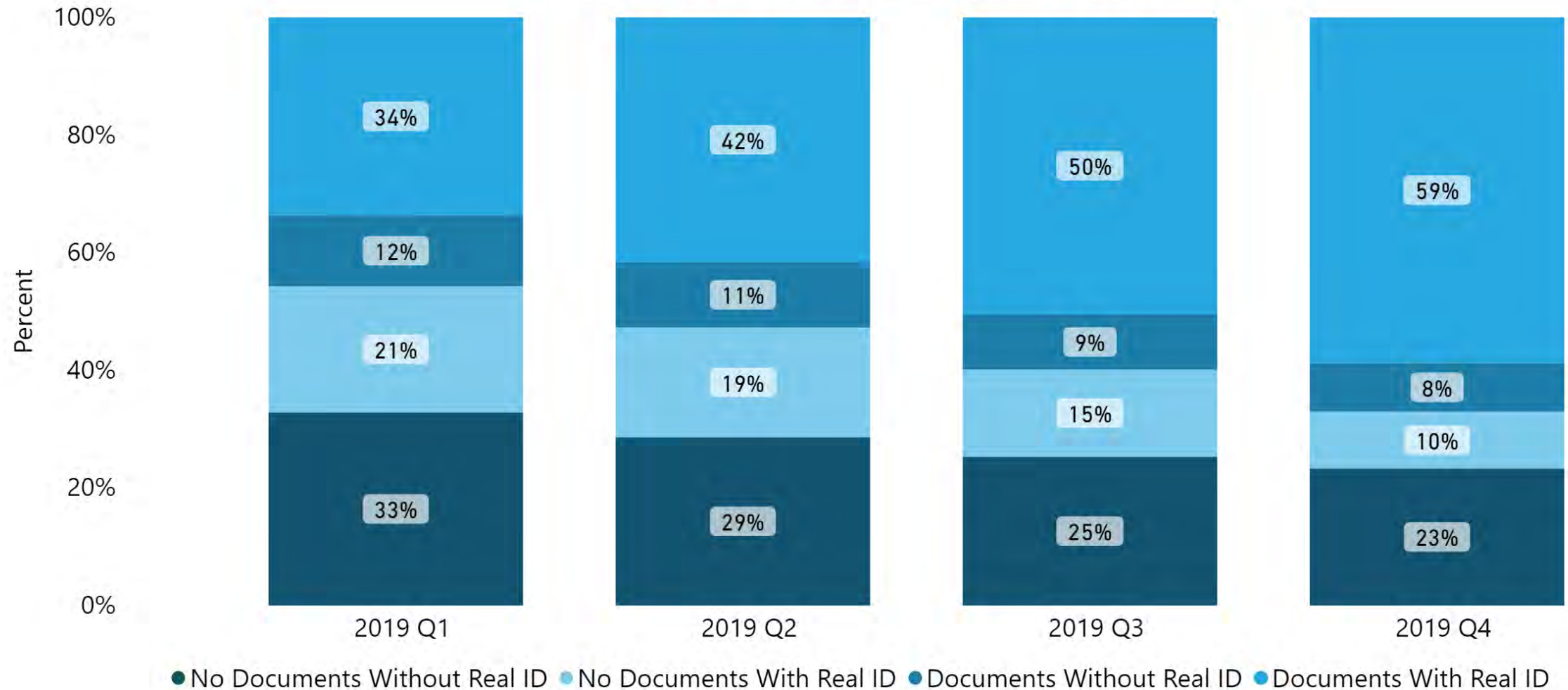
Chart MVA 1.1.1: Vehicle Registration Renewal



TR#1: PROVIDE EXCEPTIONAL CUSTOMER SERVICE

PM MVA 1.4: Real ID Compliance

Chart MVA 1.4.1: Real ID Compliance Status





PRESENTING:

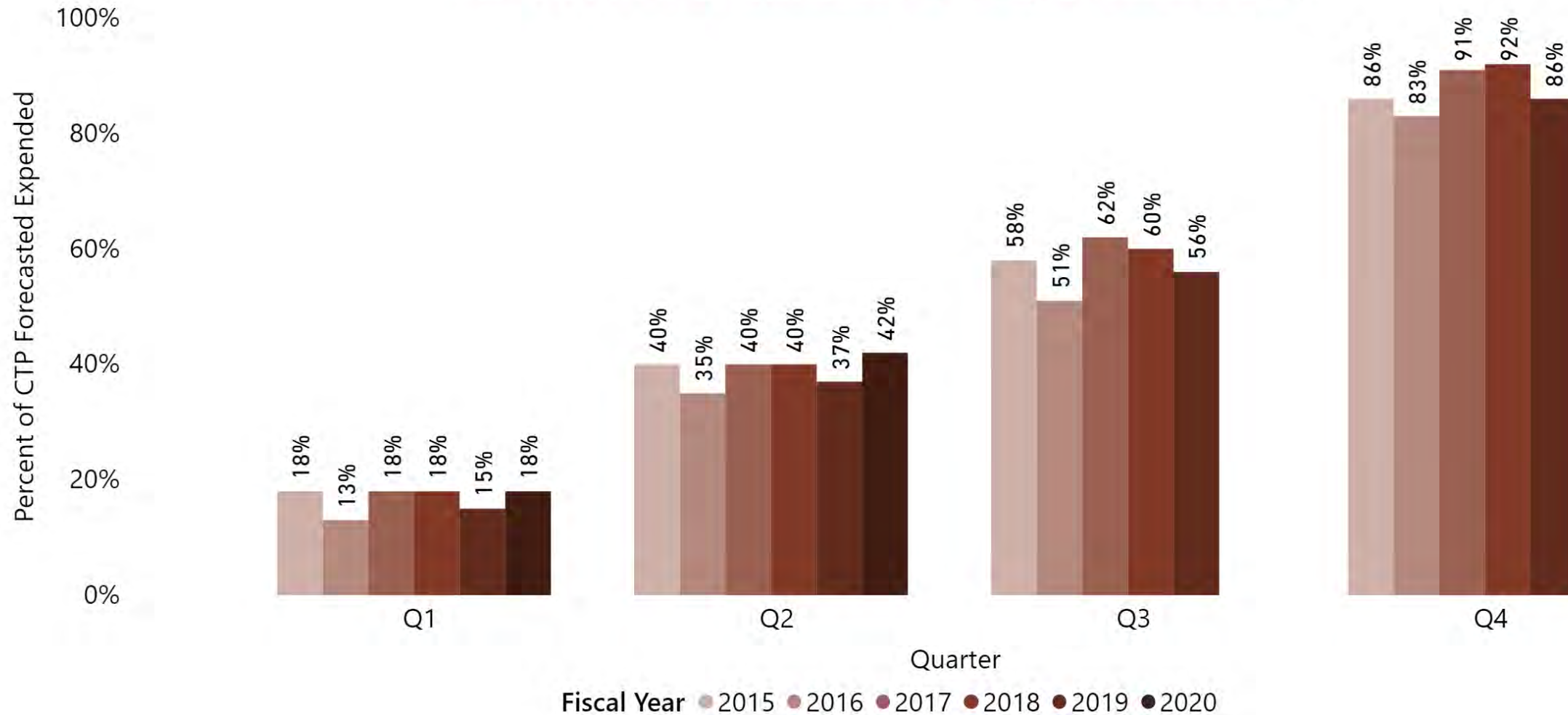
USE RESOURCES WISELY

TANGIBLE RESULT #2

TR#2: USE RESOURCES WISELY

PM#2.1: Percent of Capital Dollars Spent As Programmed

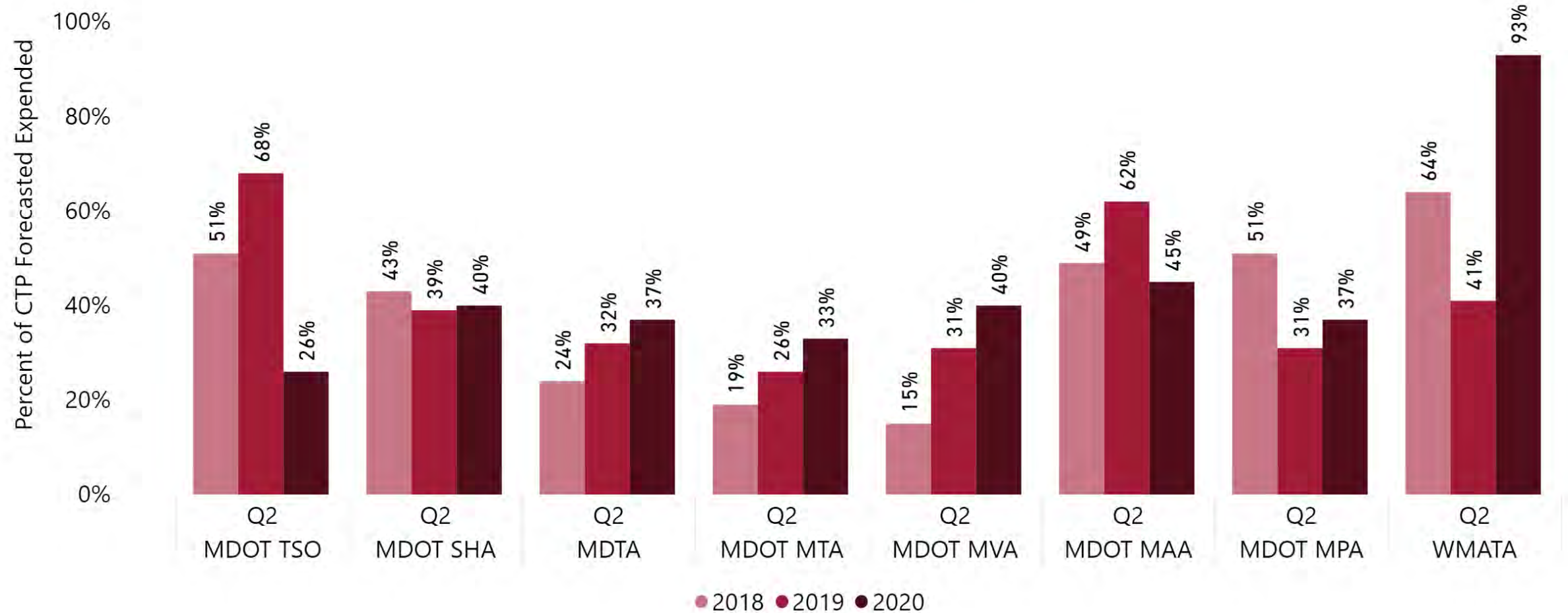
Chart 2.1.1: 6-Year Expenditure Rate Analysis (Federal & State)



TR#2: USE RESOURCES WISELY

PM#2.1: Percent of Capital Dollars Spent As Programmed

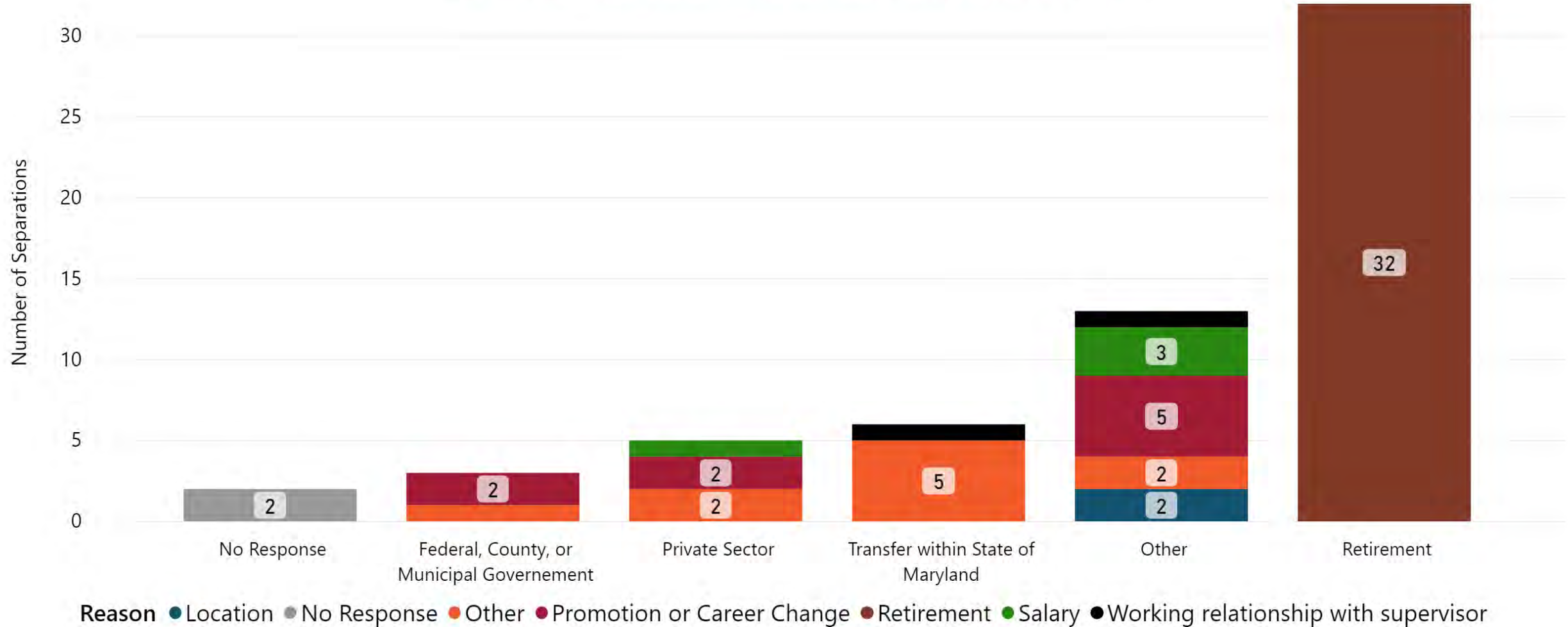
Chart 2.1.2: 3-Year Expenditure Rate by TBU (State/Federal/Toll)



TR#2: USE RESOURCES WISELY

PM#2.3: Employee Turnover Rate

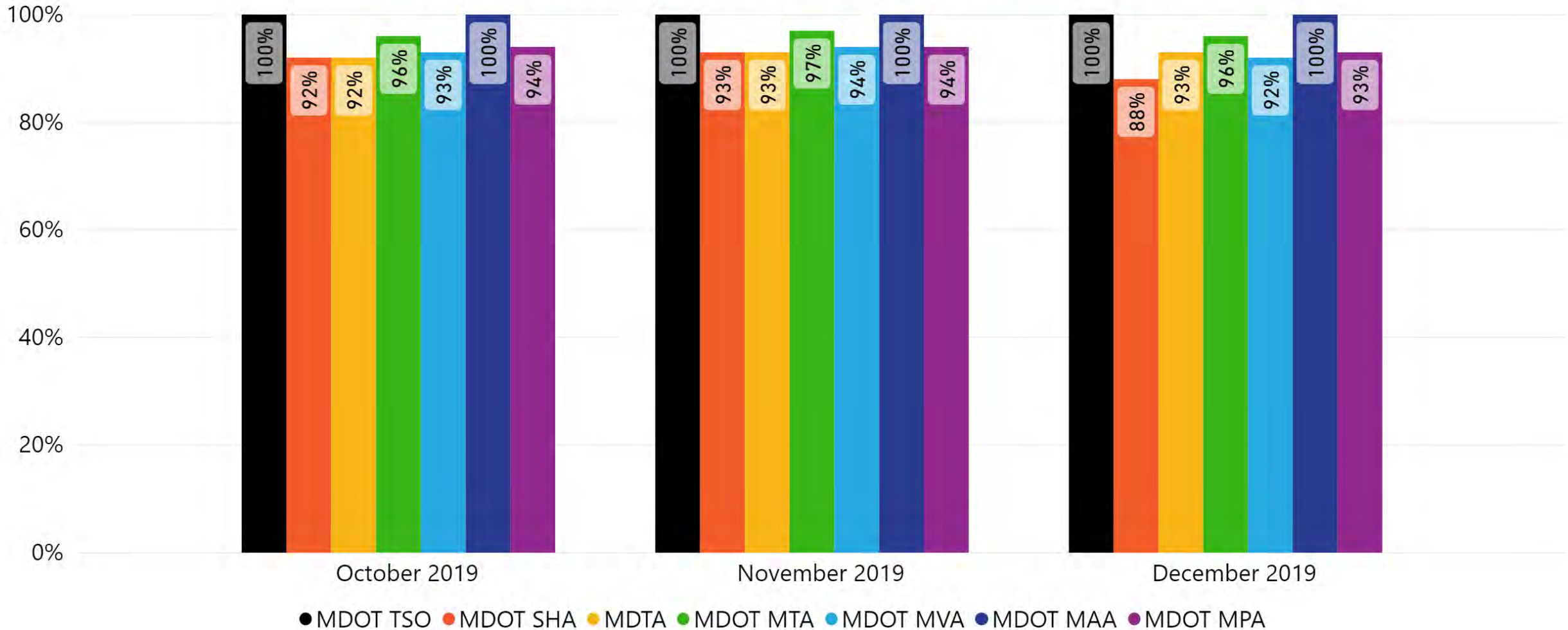
Chart 2.3.2: Separation Reasons MDOT-Wide for Q4 2019



TR#2: USE RESOURCES WISELY

PM#2.6: Managing Capital Assets

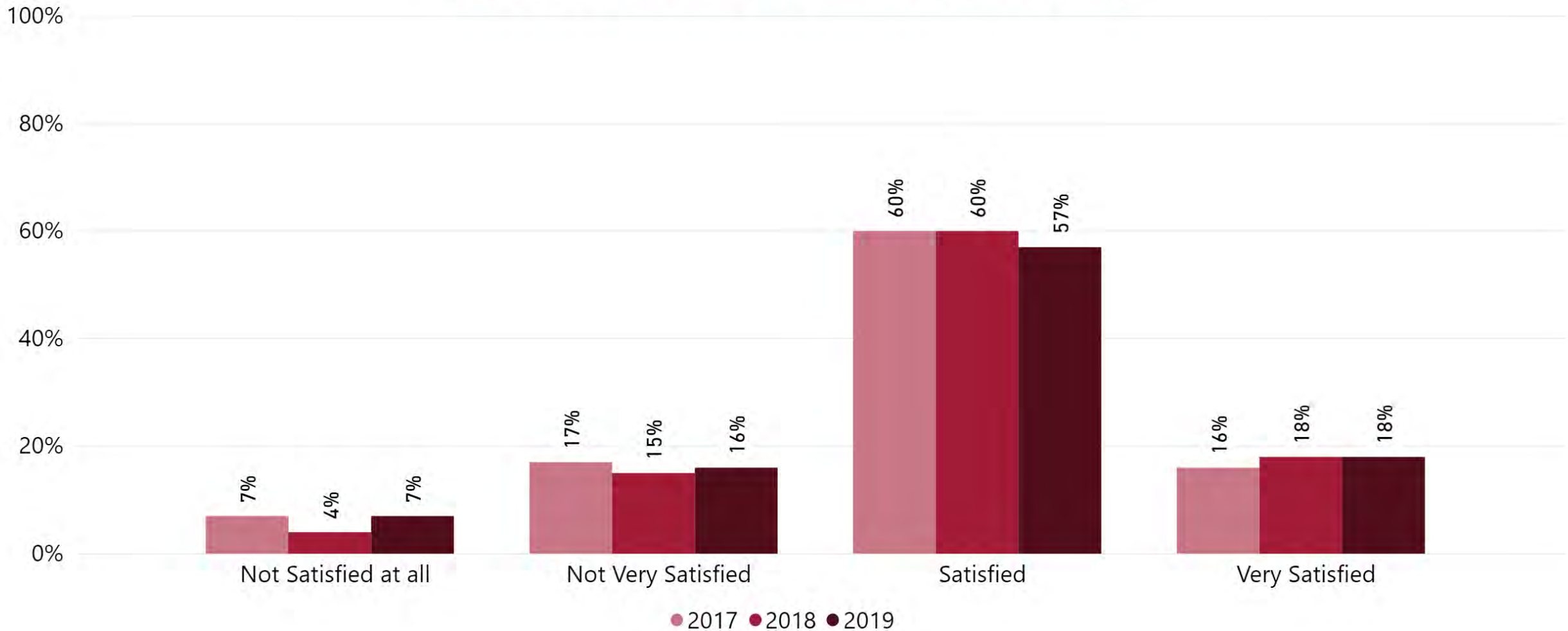
Chart 2.6E.1: MDOT Fleet Vehicle On-Time Preventive Maintenance



TR#2: USE RESOURCES WISELY

PM#2.6: Managing Capital Assets

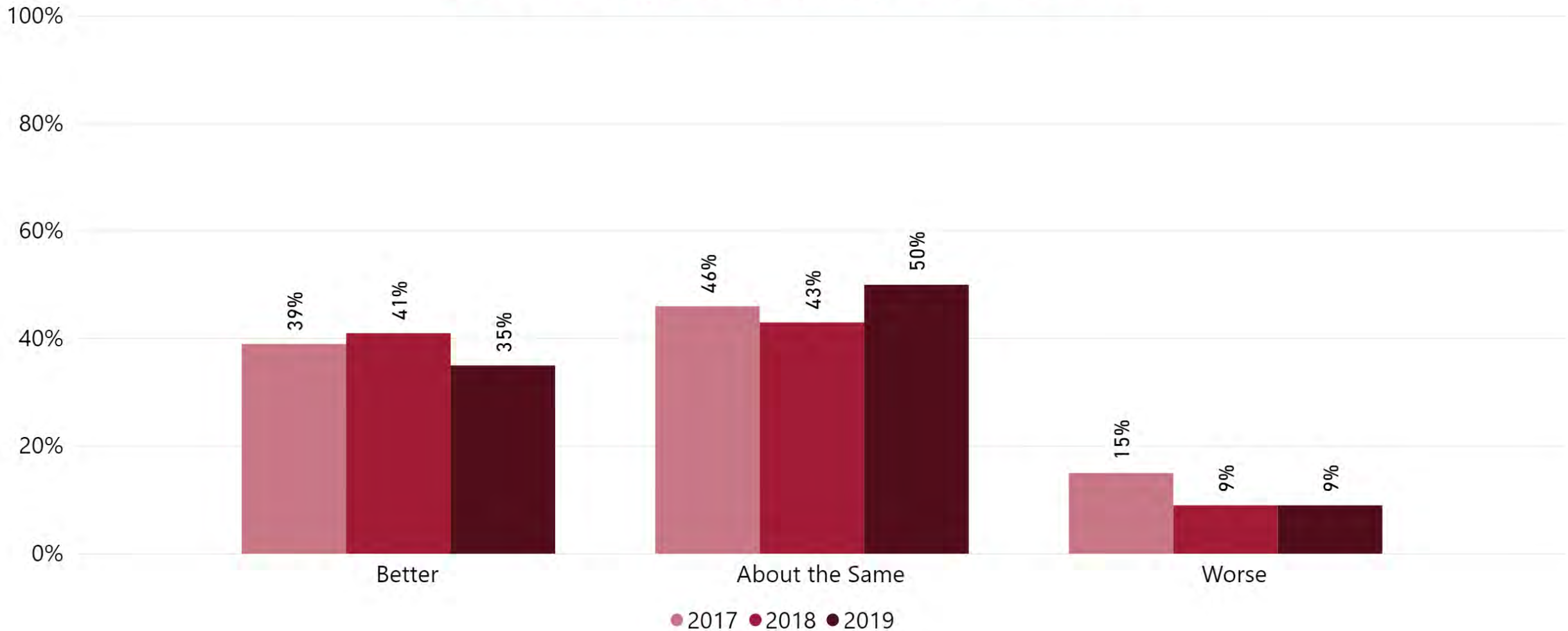
Chart 2.6G.1: Satisfaction with Smoothness on State Roads



TR#2: USE RESOURCES WISELY

PM#2.6: Managing Capital Assets

Chart 2.6G.2: Maryland's Roads Compared to Other States



TR#2: USE RESOURCES WISELY

PM#2.9: Number of Legislative Audit Findings and Repeat Audit Findings

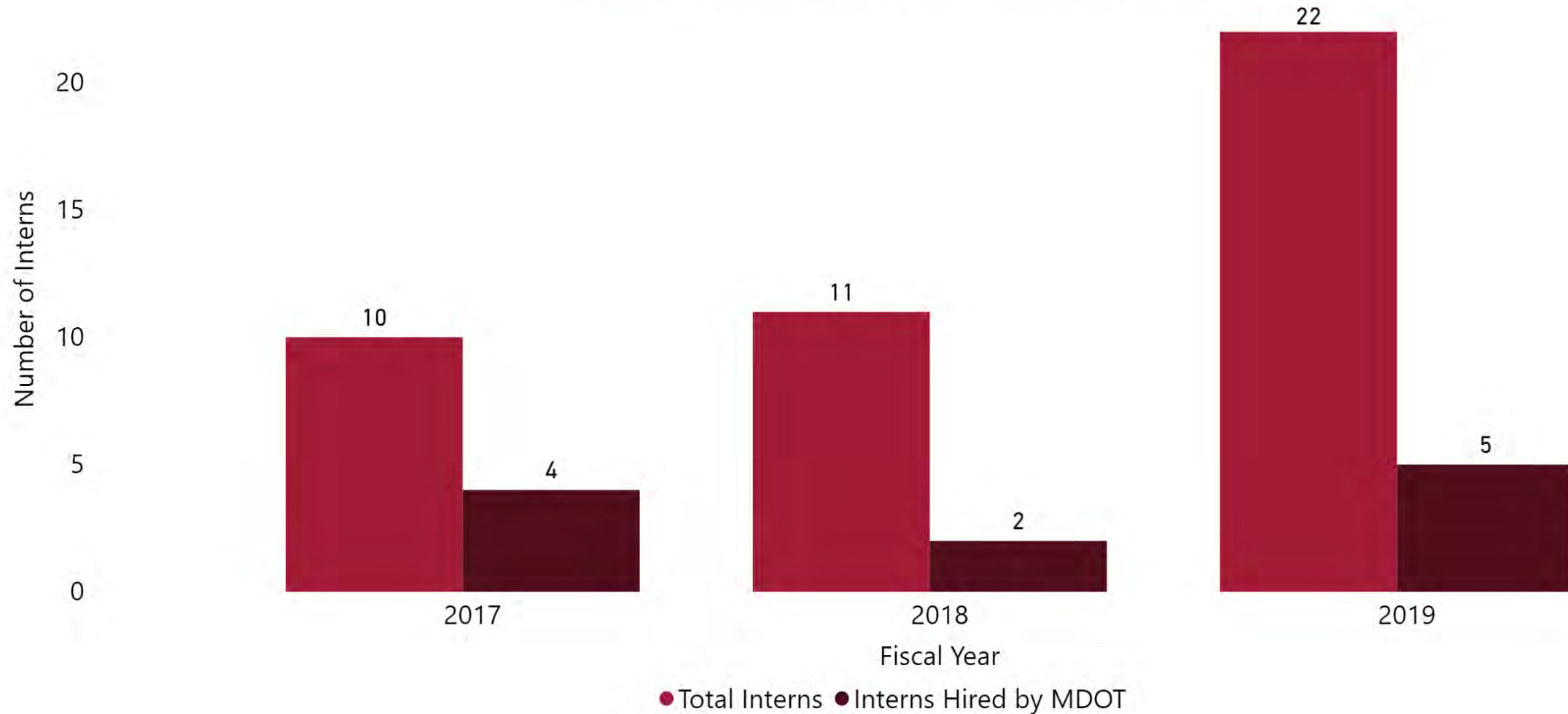
Chart 2.9.1: Number of OLA Findings & Repeat Findings by TBU

Year	2013		2014		2015		2016		2017		2018		2019		Total	
Findings	OLA	RF	OLA	RF	OLA	RF	OLA	RF	OLA	RF	OLA	RF	OLA	RF	OLA	RF
MDOT TSO	4	0					3	0					2	0	9	0
MDOT SHA	10	1					2	0					8	2	20	3
MDTA			2	1					0	0					2	1
MDOT MTA					9	1							11	4	20	5
MDOT MVA			9	2							12	1			21	3
MDOT MAA	8	0							4	1					12	1
MDOT MPA					2	0					1	0			3	0
Total	22	1	11	3	11	1	5	0	4	1	13	1	21	6	87	13

TR#2: USE RESOURCES WISELY

PM#2.10: Emerging Workforce: Morgan State University Graduate Internship Program

Chart 2.10.1: Number of Interns Hired by MDOT





PRESENTING:

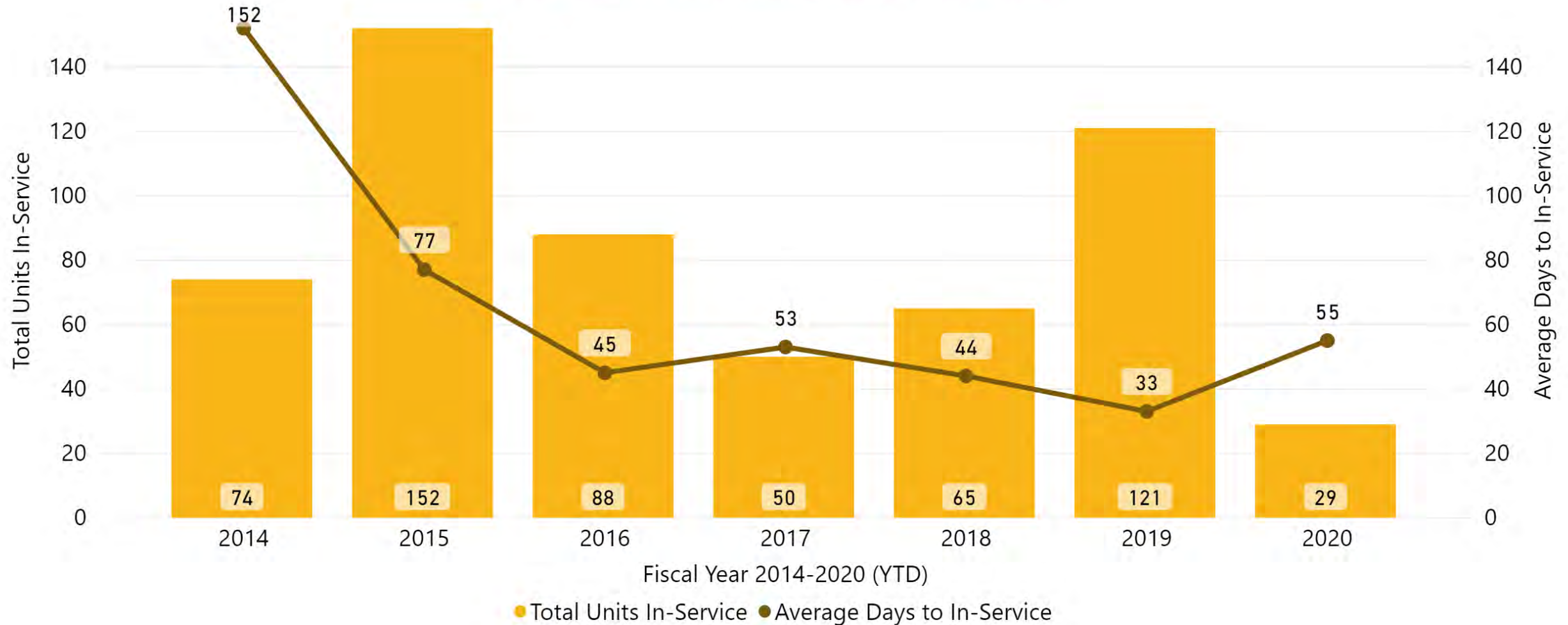
TANGIBLE RESULT #2

TBU SPECIFIC MEASURES

TR#2: USE RESOURCES WISELY

PM# MDTA 2.2: Average Days to In-Service

Chart MDTA 2.2.1: Average Days to In-Service





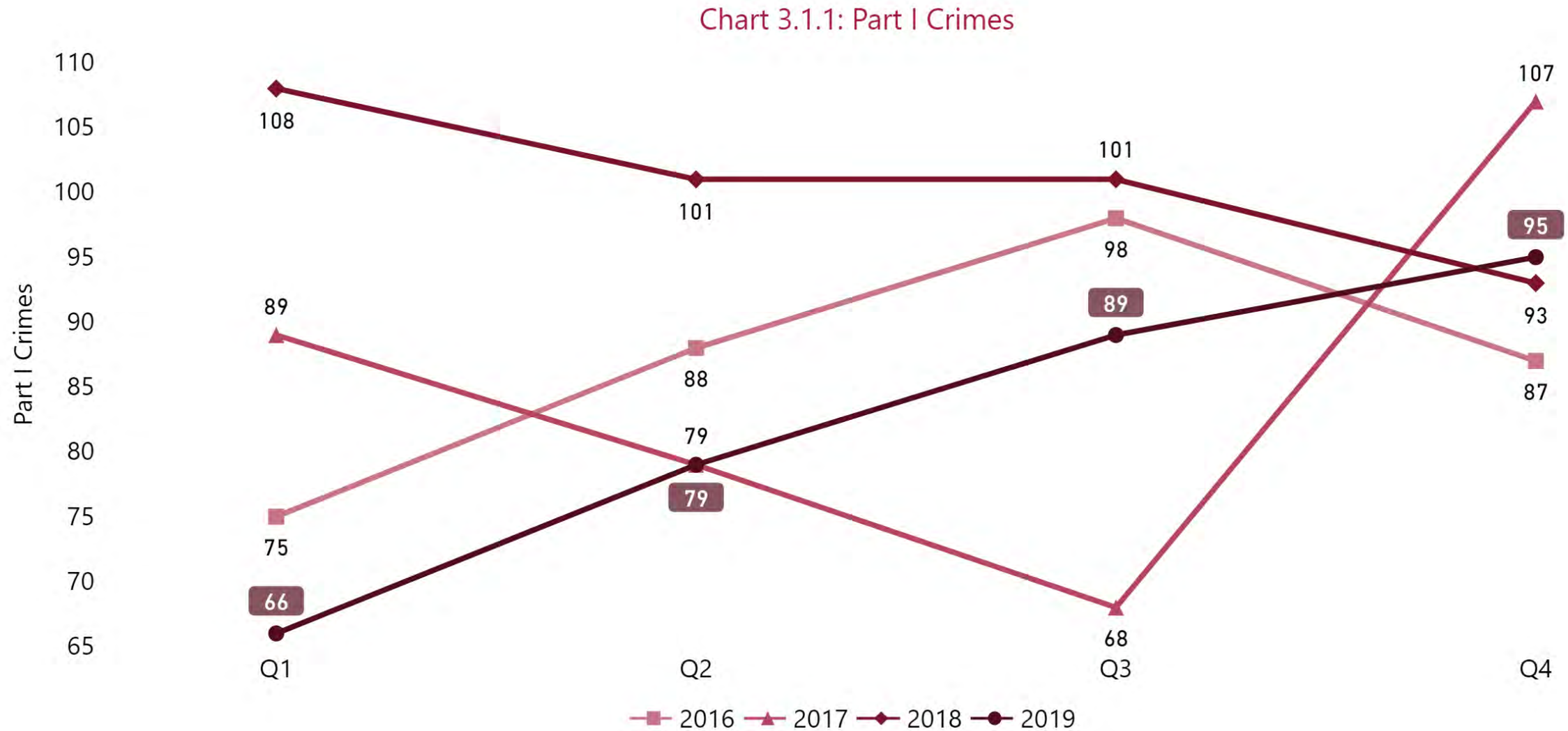
PRESENTING:

PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

TANGIBLE RESULT #3

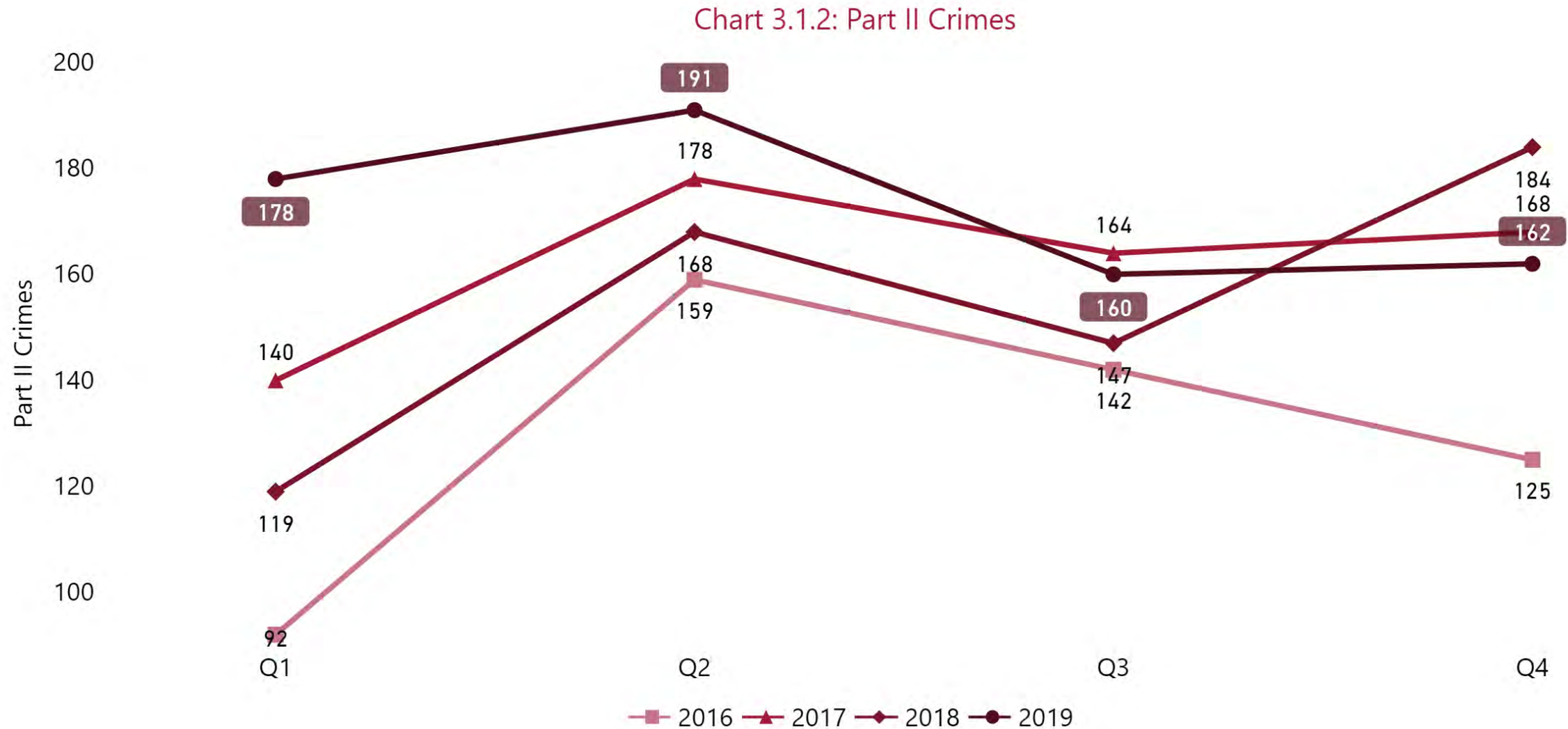
TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.1: Number of Crimes Against Persons and Property Committed at MDOT Facilities



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

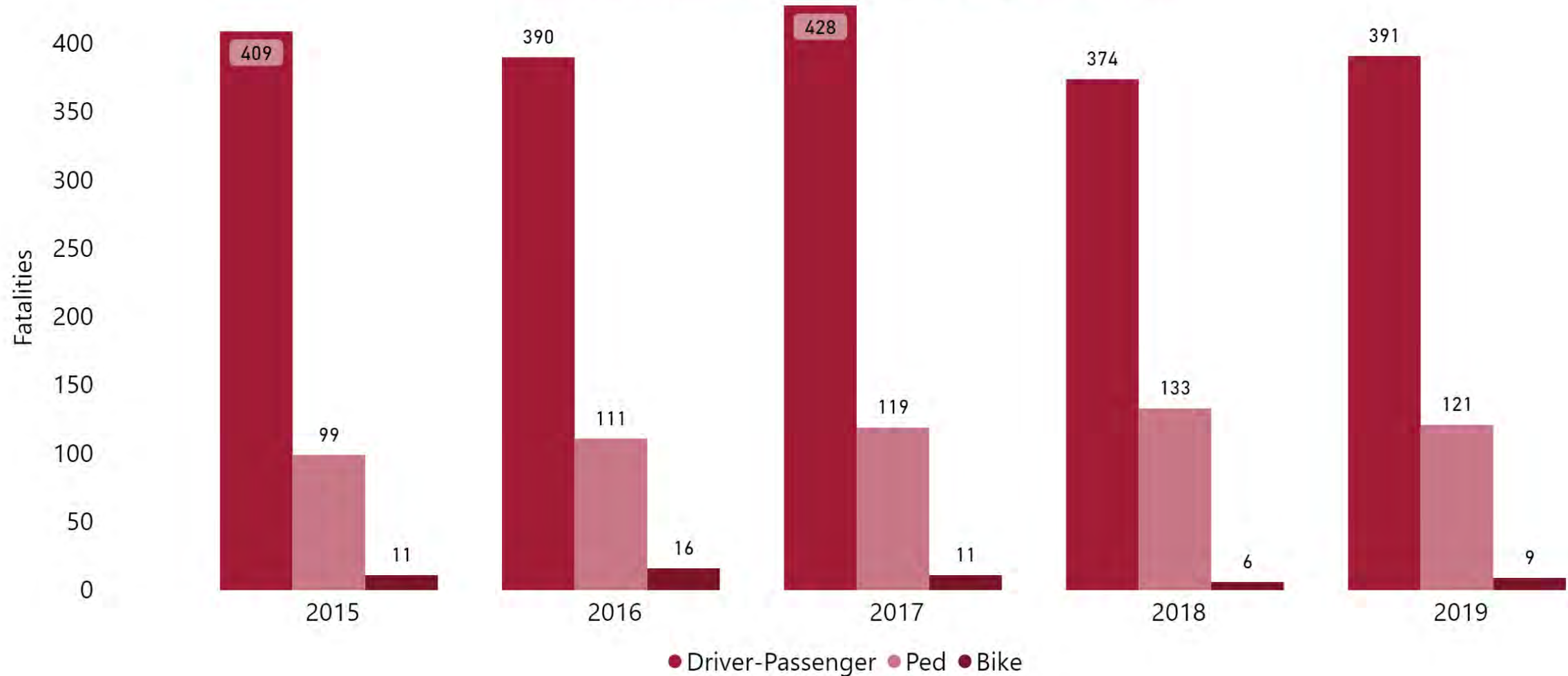
PM#3.1: Number of Crimes Against Persons and Property Committed at MDOT Facilities



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.2: Number of Traffic Related Fatalities on All Roads

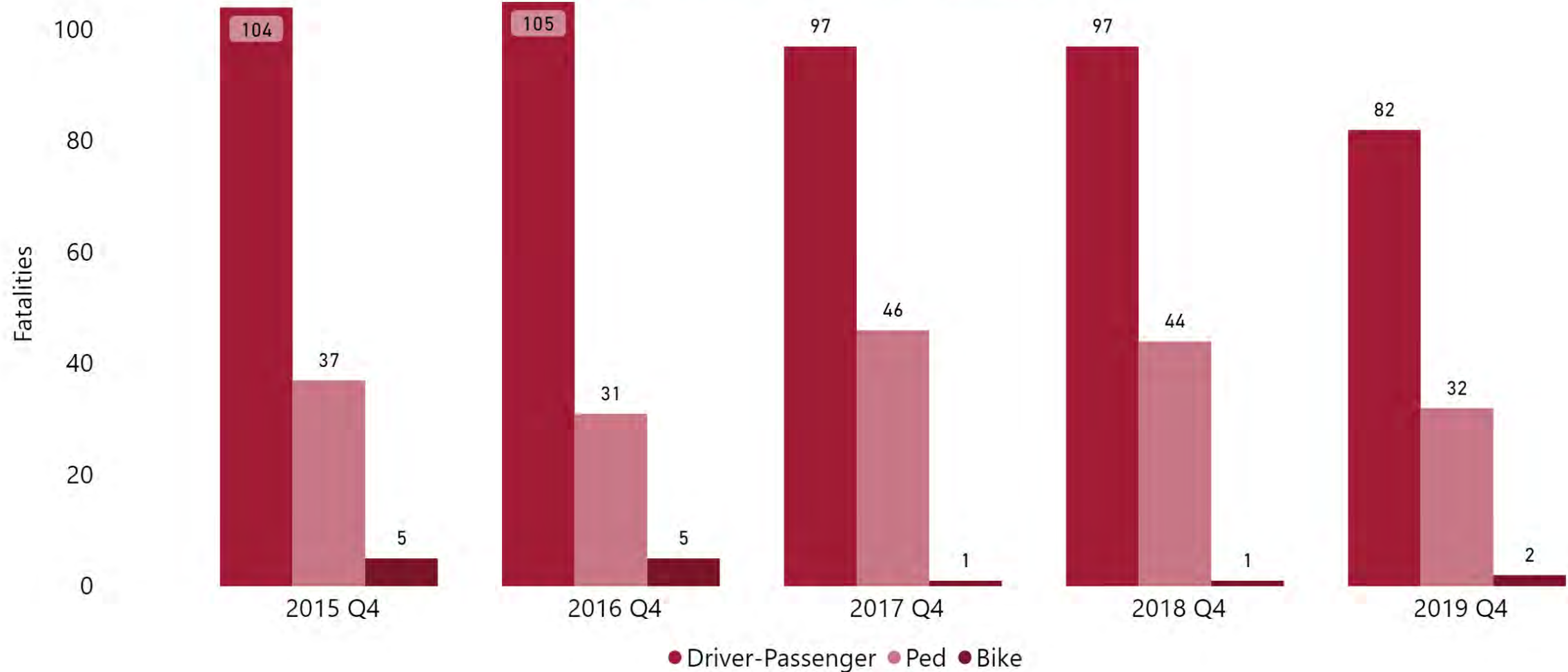
Chart 3.2.1: Annual Comparison of All Fatalities (YTD)



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.2: Number of Traffic Related Fatalities on All Roads

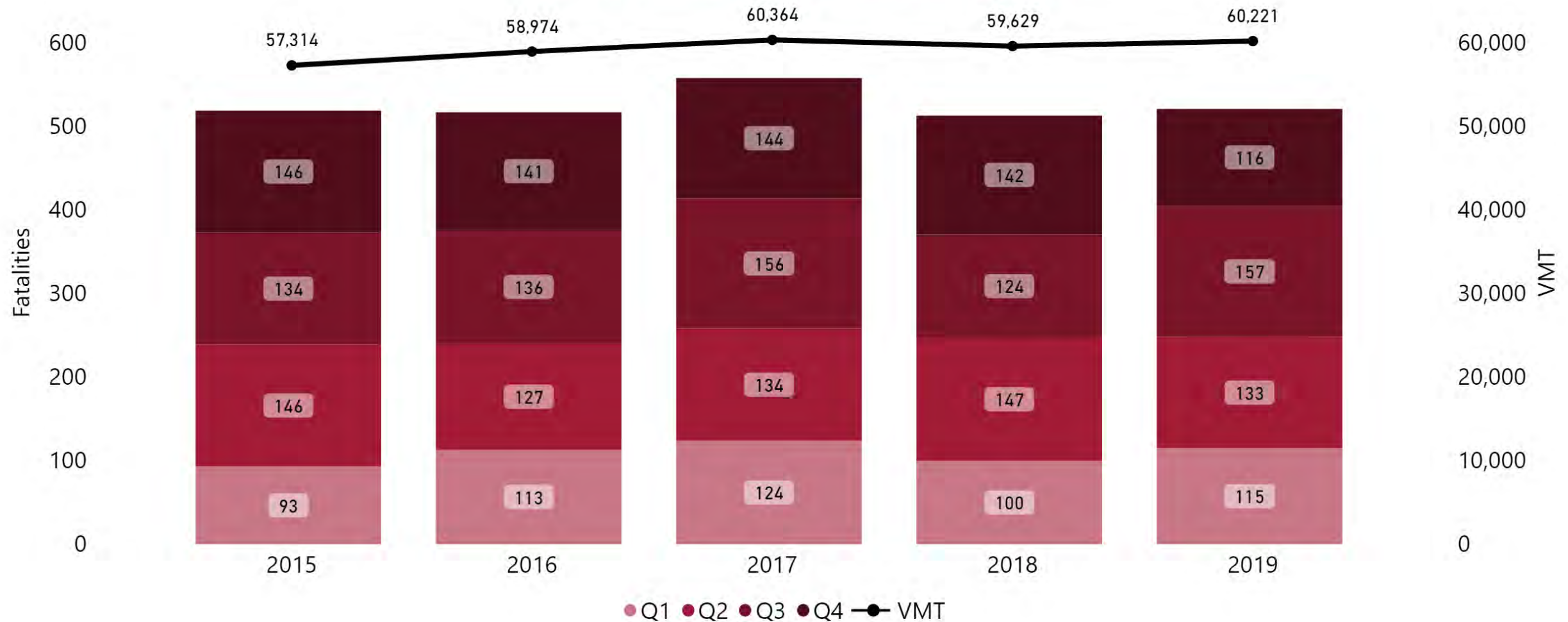
Chart 3.2.2: Comparison of Fatalities for Q4



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.2: Number of Traffic Related Fatalities on All Roads

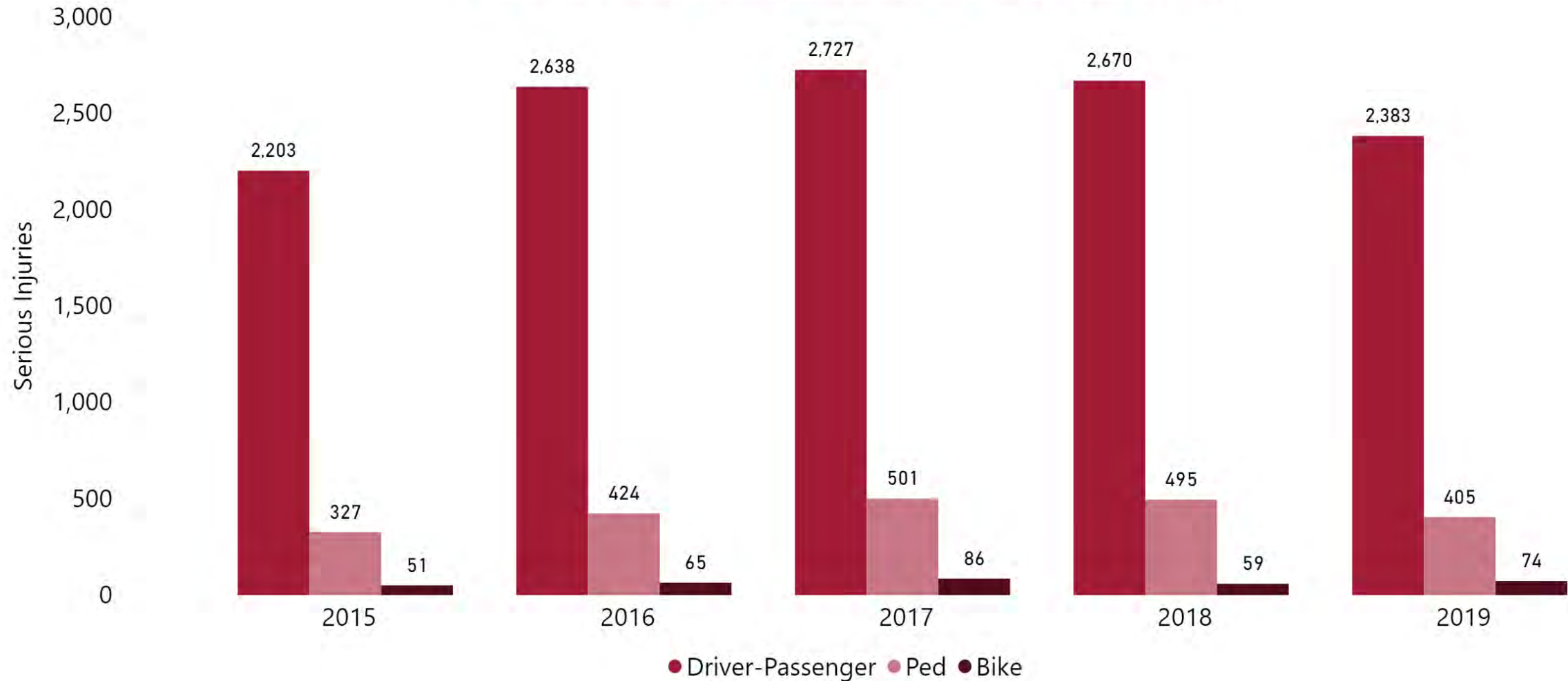
Chart 3.2.3: Annual Comparison of All Fatalities



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.4: Number of Traffic Related Serious Injuries on All Roads

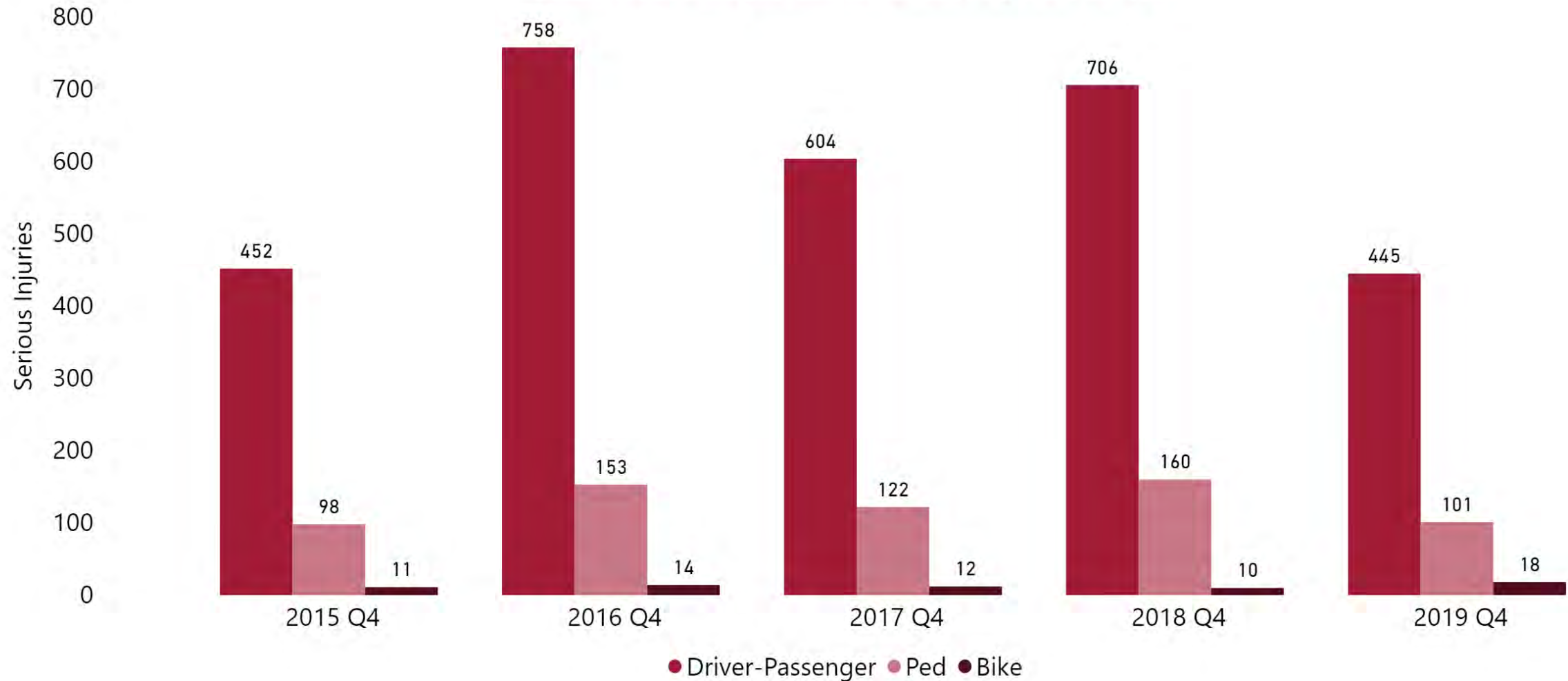
Chart 3.4.1: Annual Comparison of All Serious Injuries (YTD)



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.4: Number of Traffic Related Serious Injuries on All Roads

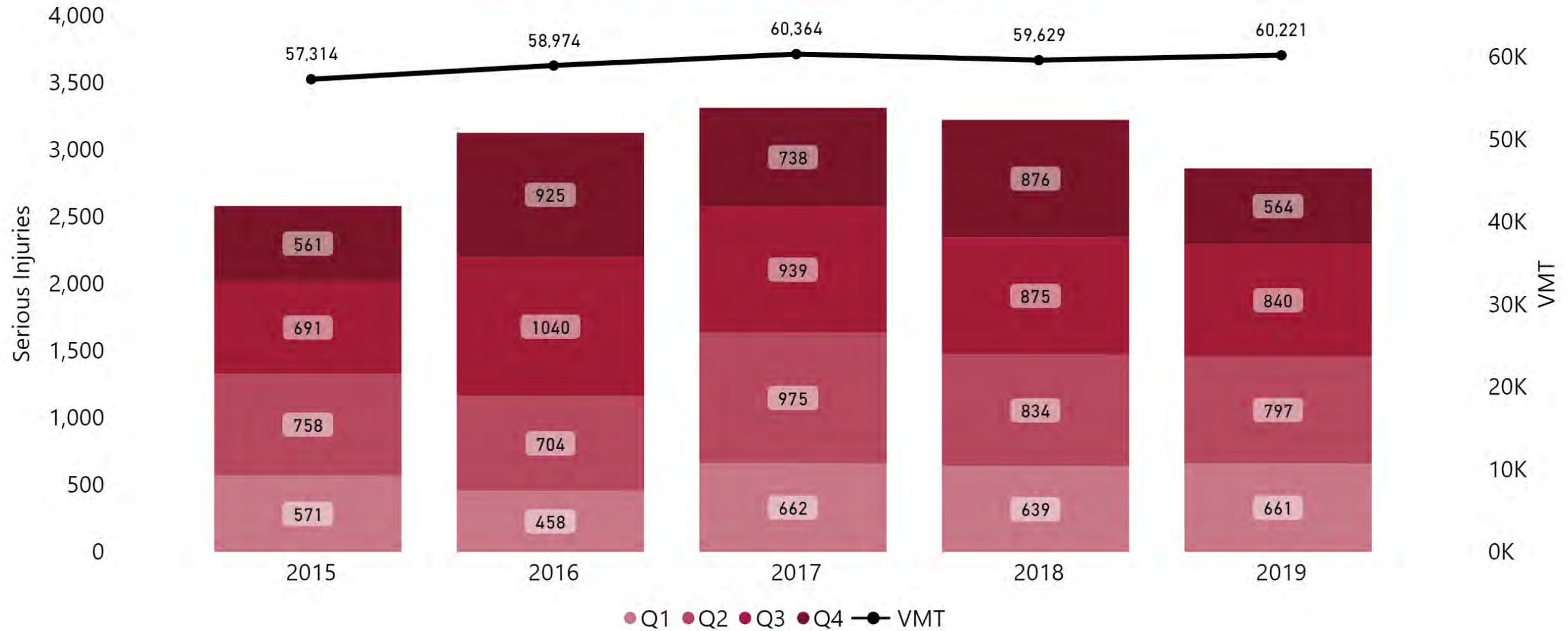
Chart 3.4.2: Comparison of Serious Injuries for Q4



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.4: Number of Traffic Related Serious Injuries on All Roads

Chart 3.4.3: Annual Comparison of All Serious Injuries



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

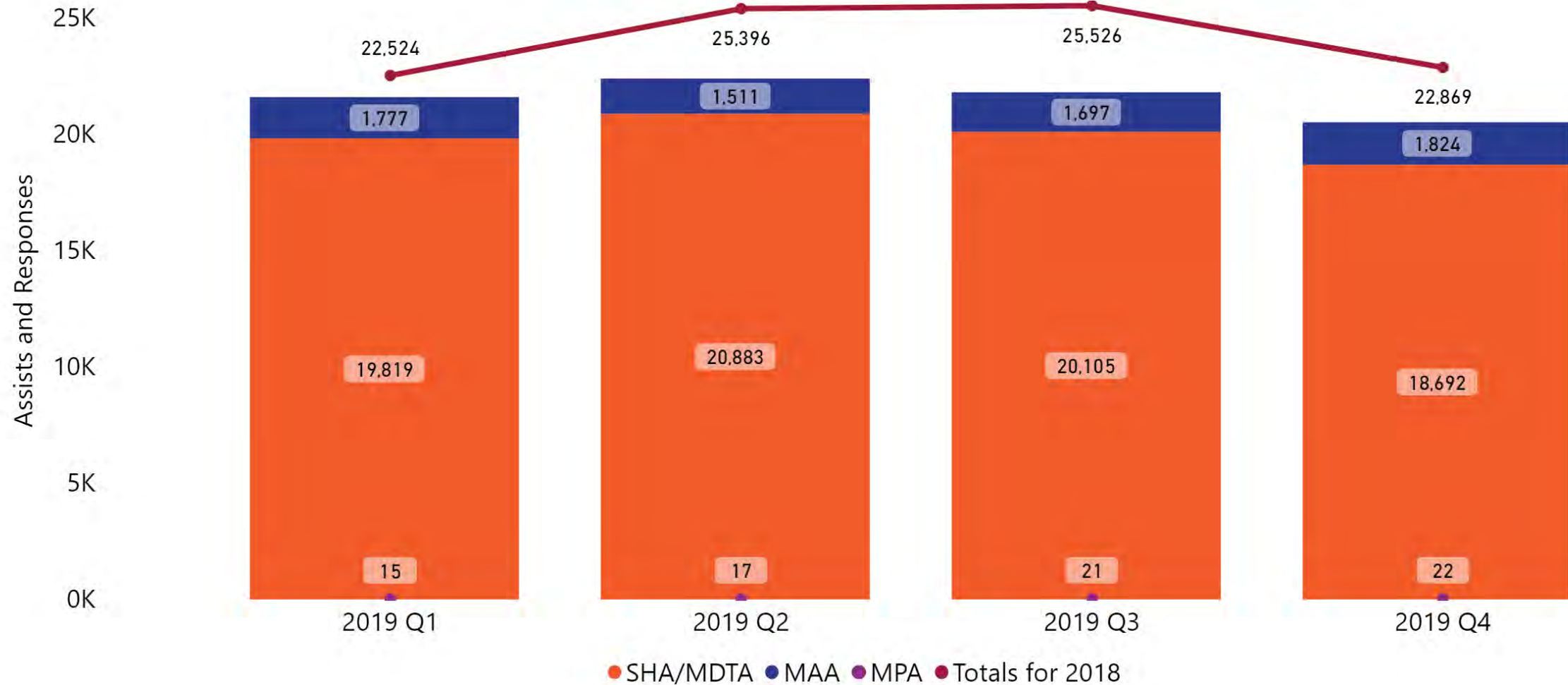
Maryland Strategic Highway Safety Plan Strategies - Highlights Q4 2019



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.7: Travelers Assisted by MDOT

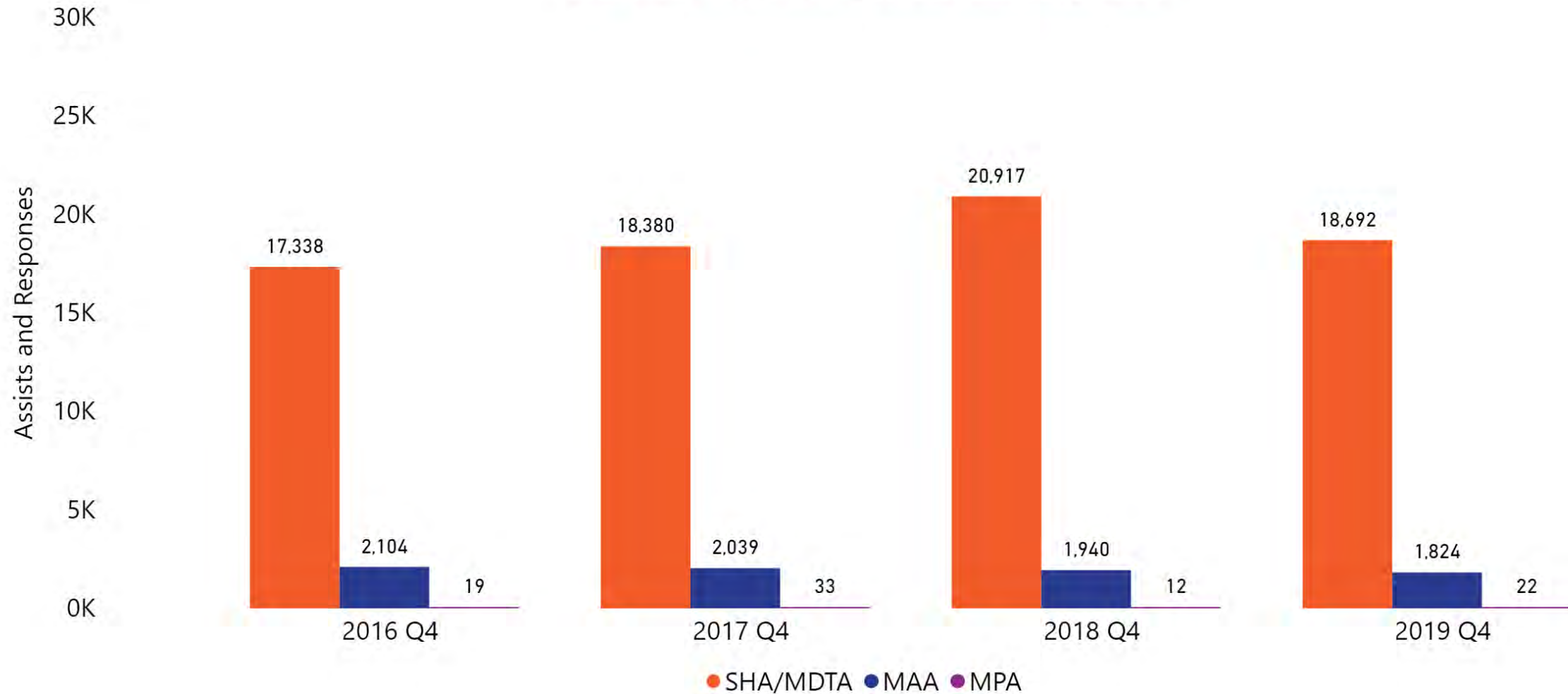
Chart 3.7.1: Number of Assists and Responses



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.7: Travelers Assisted by MDOT

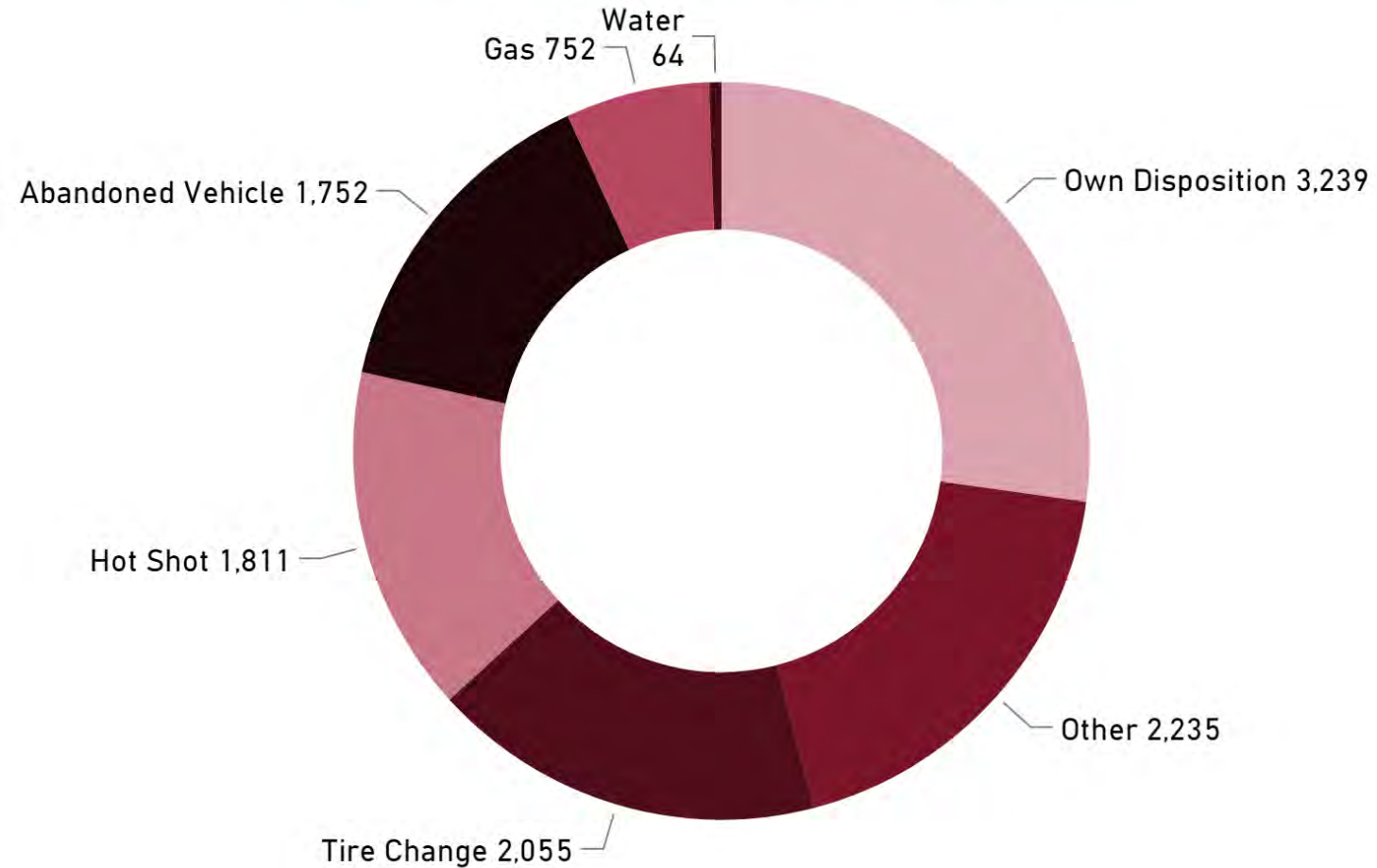
Chart 3.7.2: Number of Assists and Responses



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.7: Travelers Assisted by MDOT

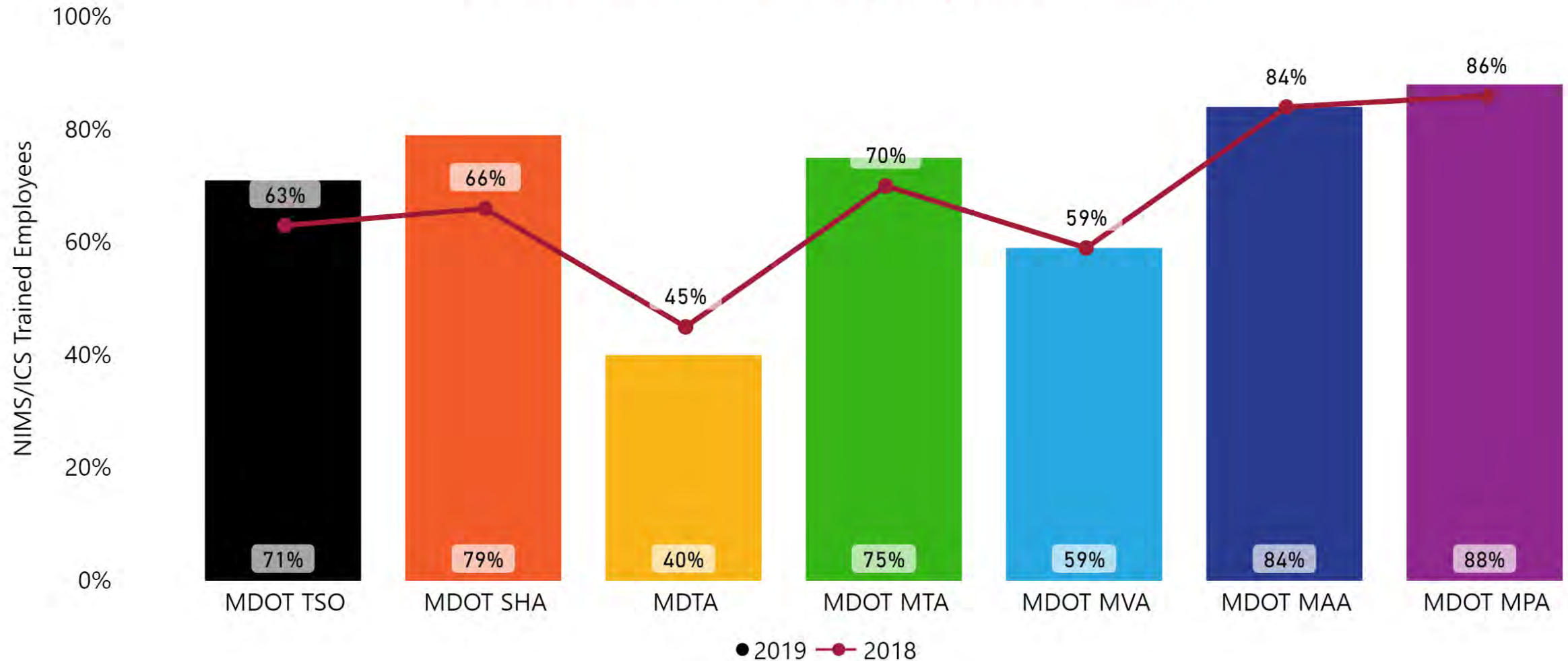
Chart 3.7.3: Roadway Assists by Type for Q4 2019



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.8: Number of Employees Trained Under National Incident Management System (NIMS)

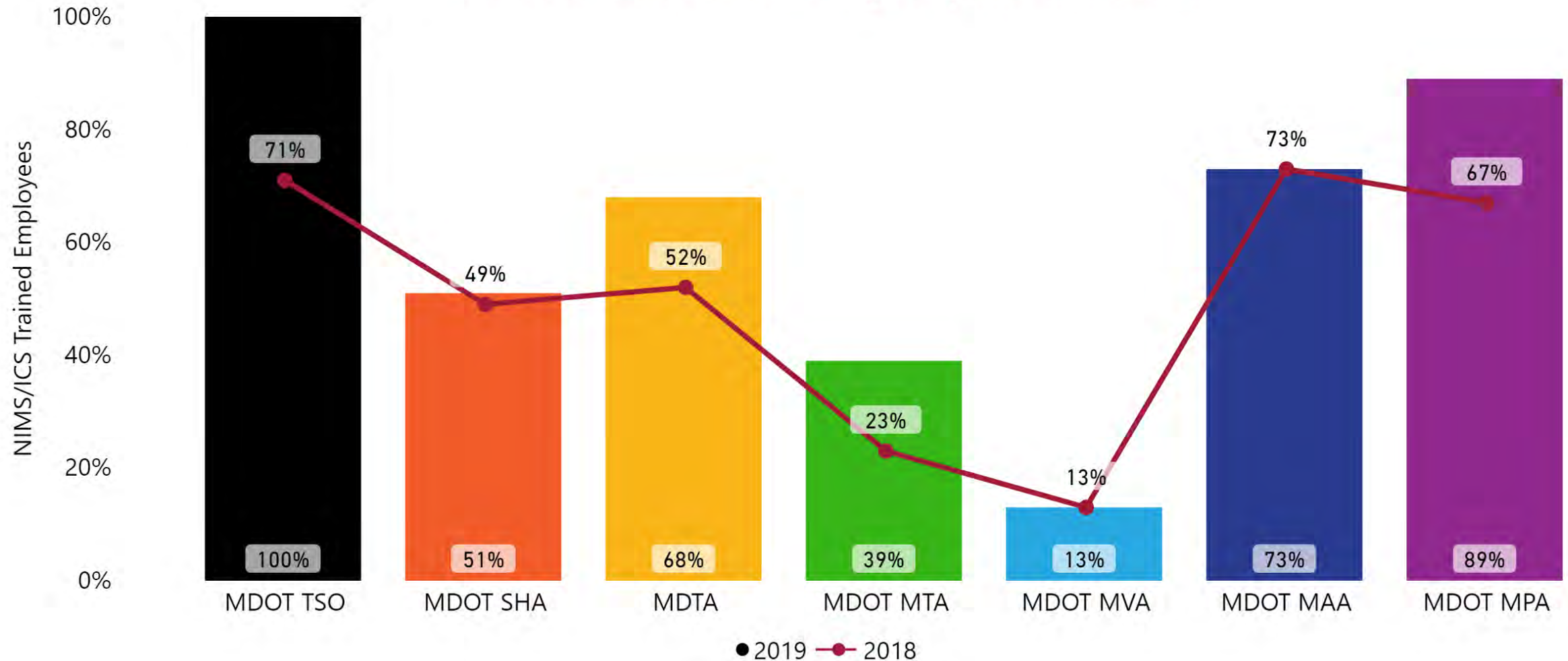
Chart 3.8.1- Level 1 NIMS Training Completed 2018 vs. 2019



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.8: Number of Employees Trained Under National Incident Management System (NIMS)

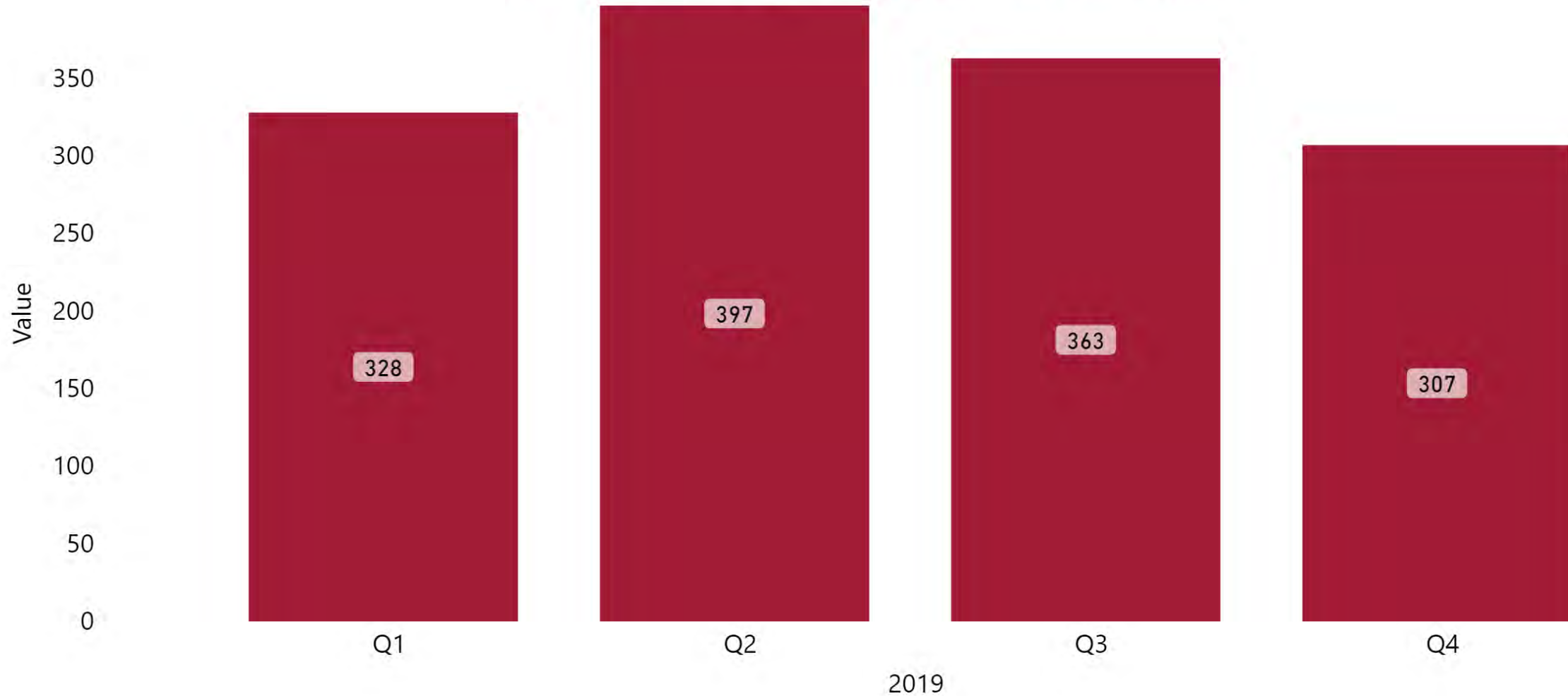
Chart 3.8.2 - Level 2 NIMS Training Completed 2018 vs. 2019



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.9: Number of Employee Lost Work Days Due to Injuries

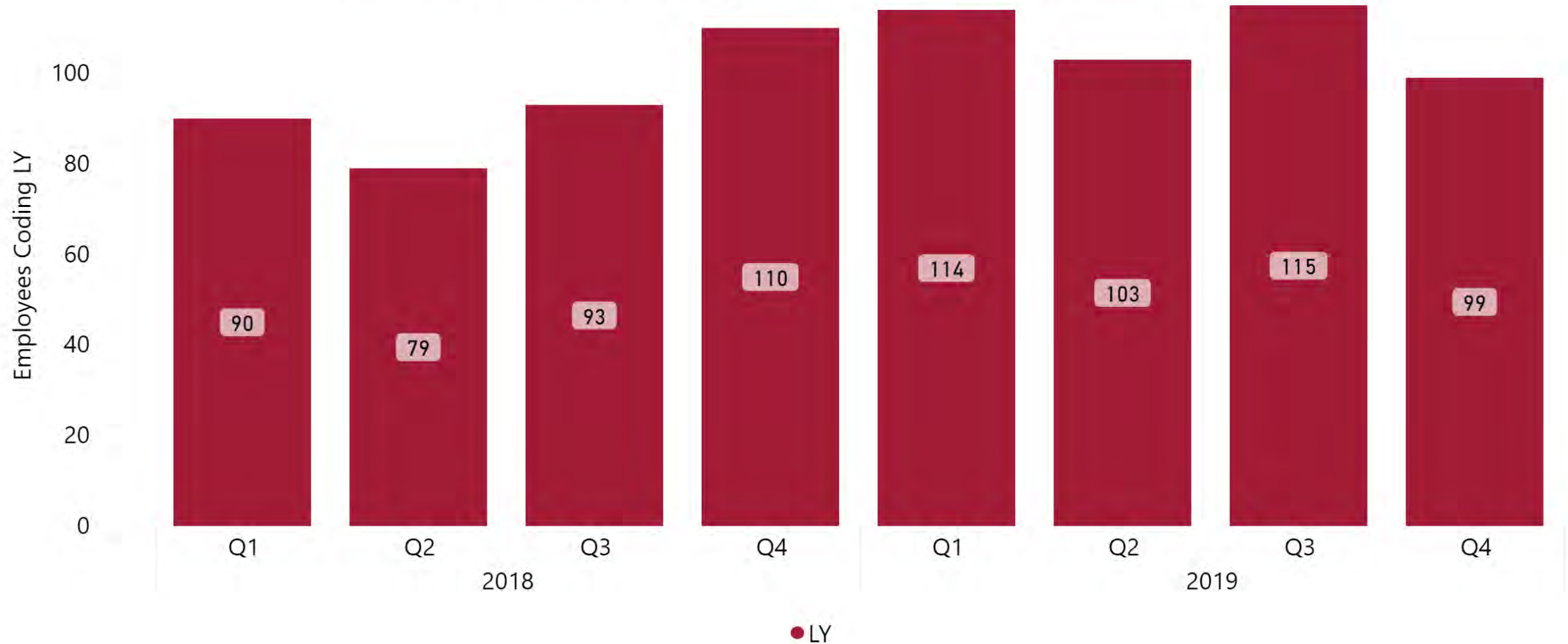
Chart 3.9A.1: First Report of Injuries (FROI) MDOT-Wide



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.9: Number of Employee Lost Work Days Due to Injuries

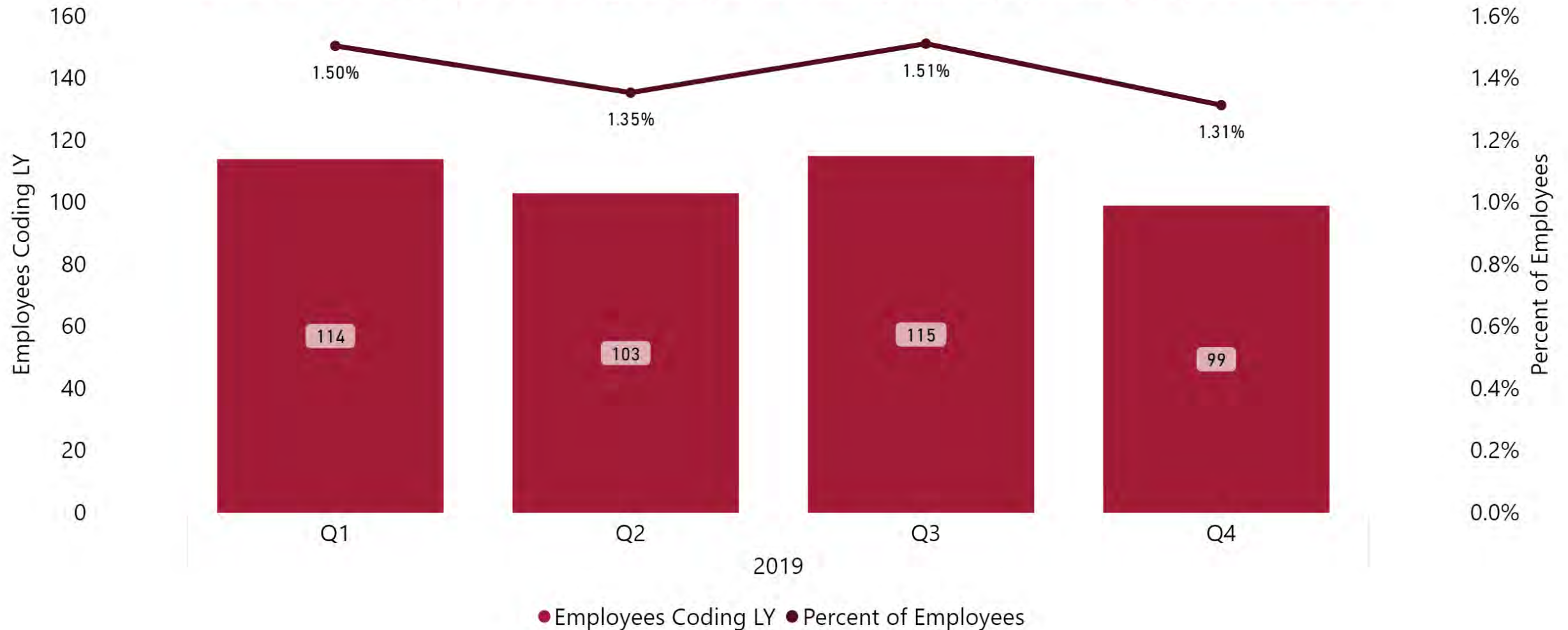
Chart 3.9B.1A: Number of Employees Coding Work Injury Leave (LY) by Quarter



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.9: Number of Employee Lost Work Days Due to Injuries

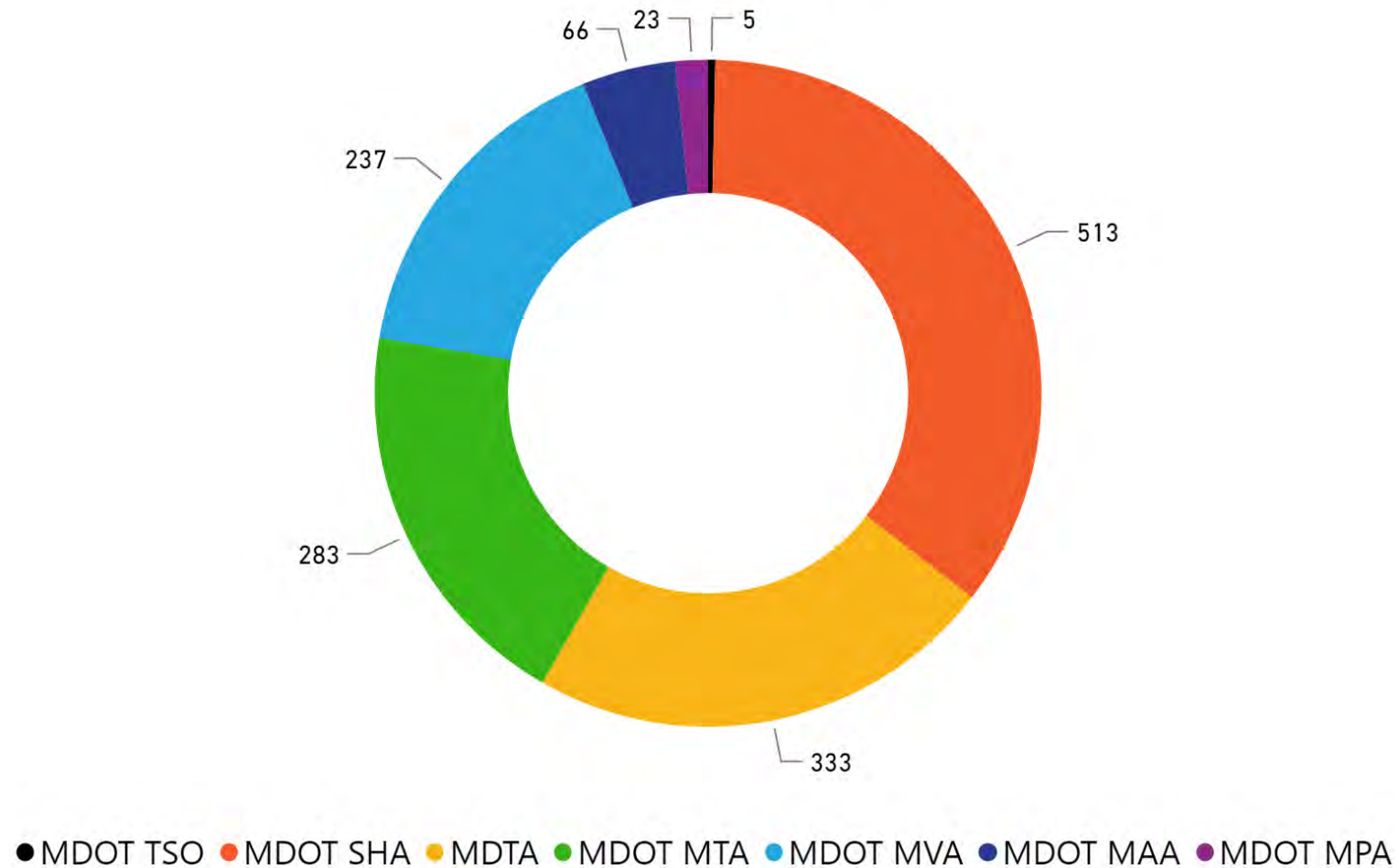
Chart 3.9B.1C: Number & Percentage of Employees Coding Work Injury Leave (LY) by Calendar Year



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.9: Number of Employee Lost Work Days Due to Injuries

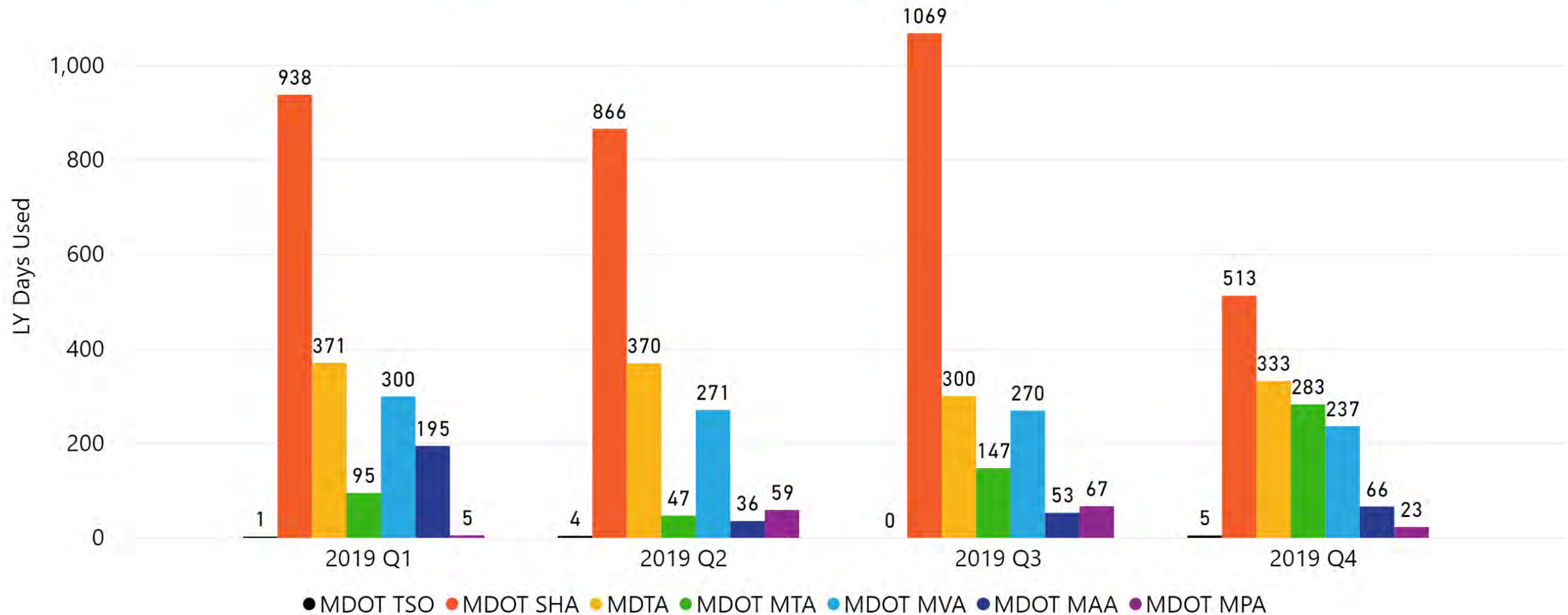
Chart 3.9B.2A: Number of Work Injury Days Used for Q4 2019



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.9: Number of Employee Lost Work Days Due to Injuries

Chart 3.9B.2B: Number of Work Injury Leave (LY) Days Used



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.9: Number of Employee Lost Work Days Due to Injuries

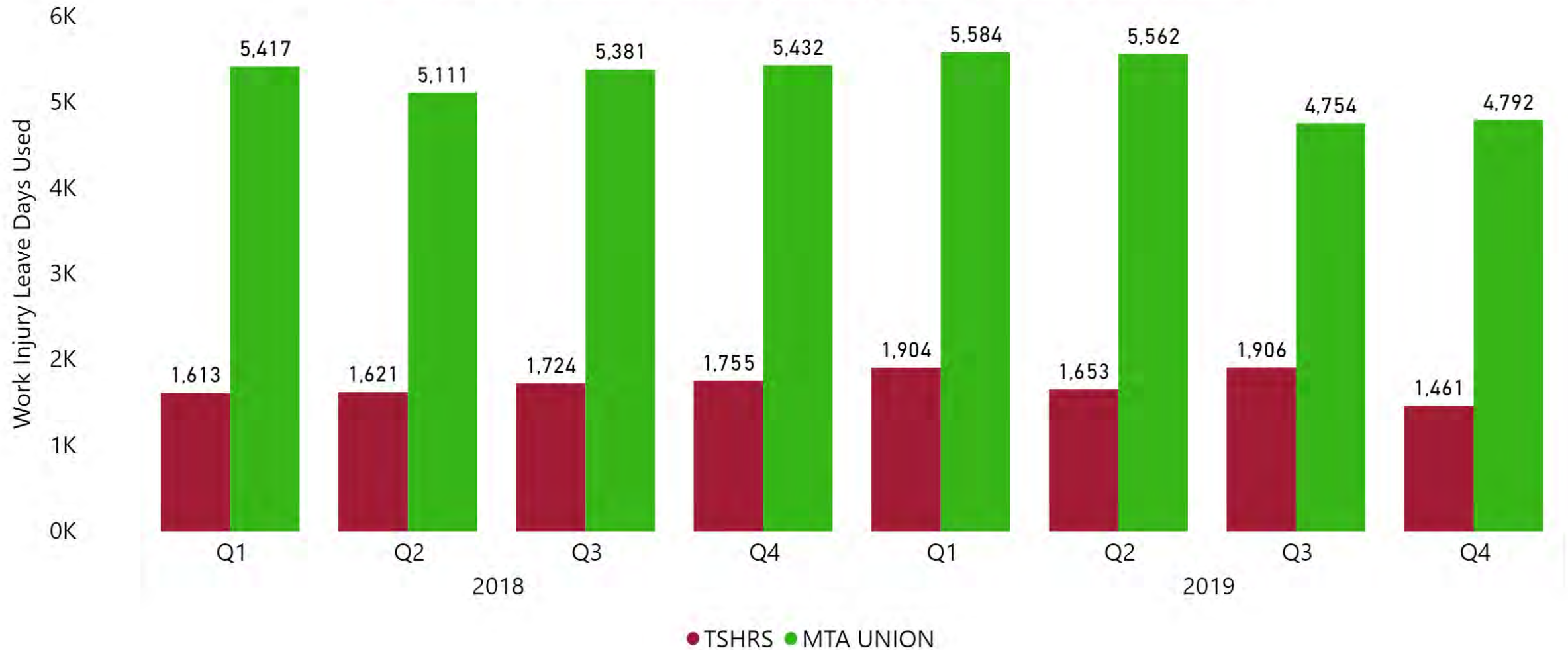
Chart 3.9B.3: MTA Union Lost Work Days Due to Injuries for Q4



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.9: Number of Employee Lost Work Days Due to Injuries

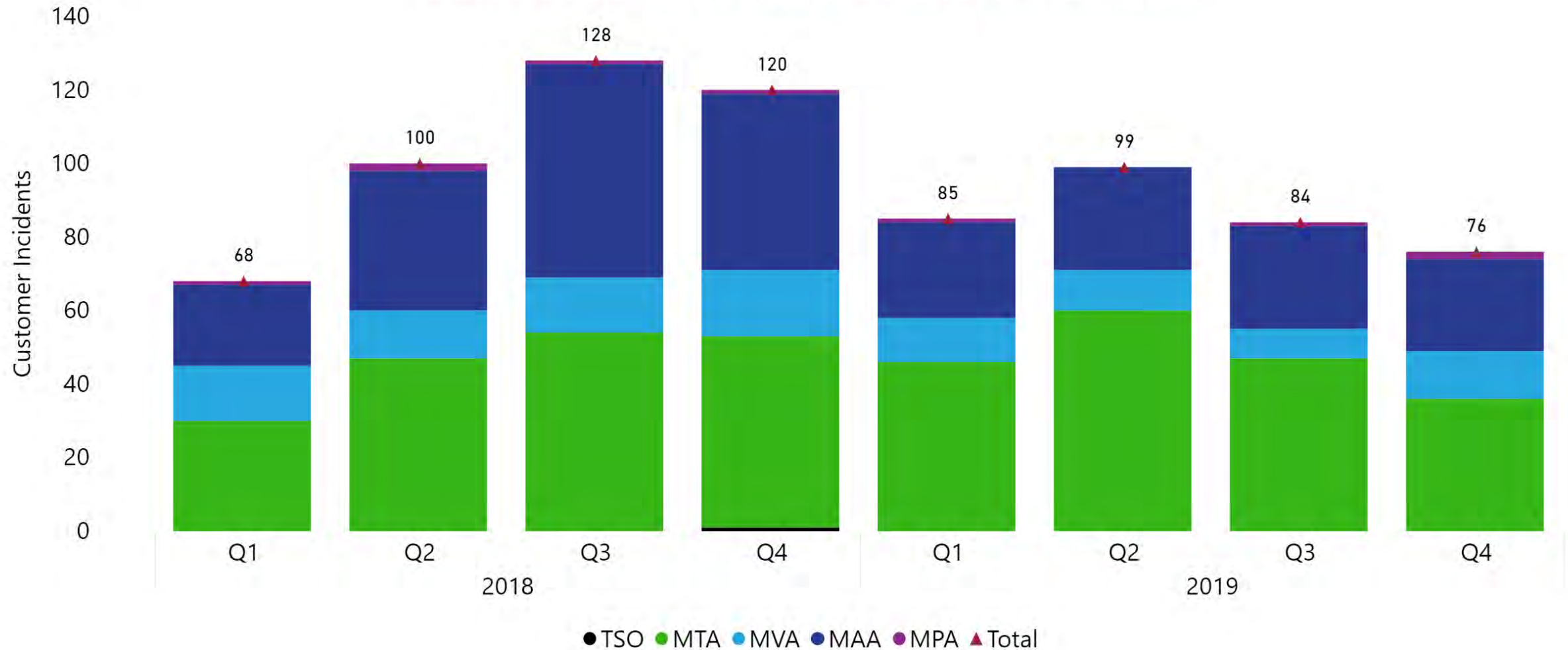
Chart 3.9B.4: Number of Work Injury Days Used, TSHRS and MTA Union



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.10: Number of Customer Incidents at MDOT Facilities

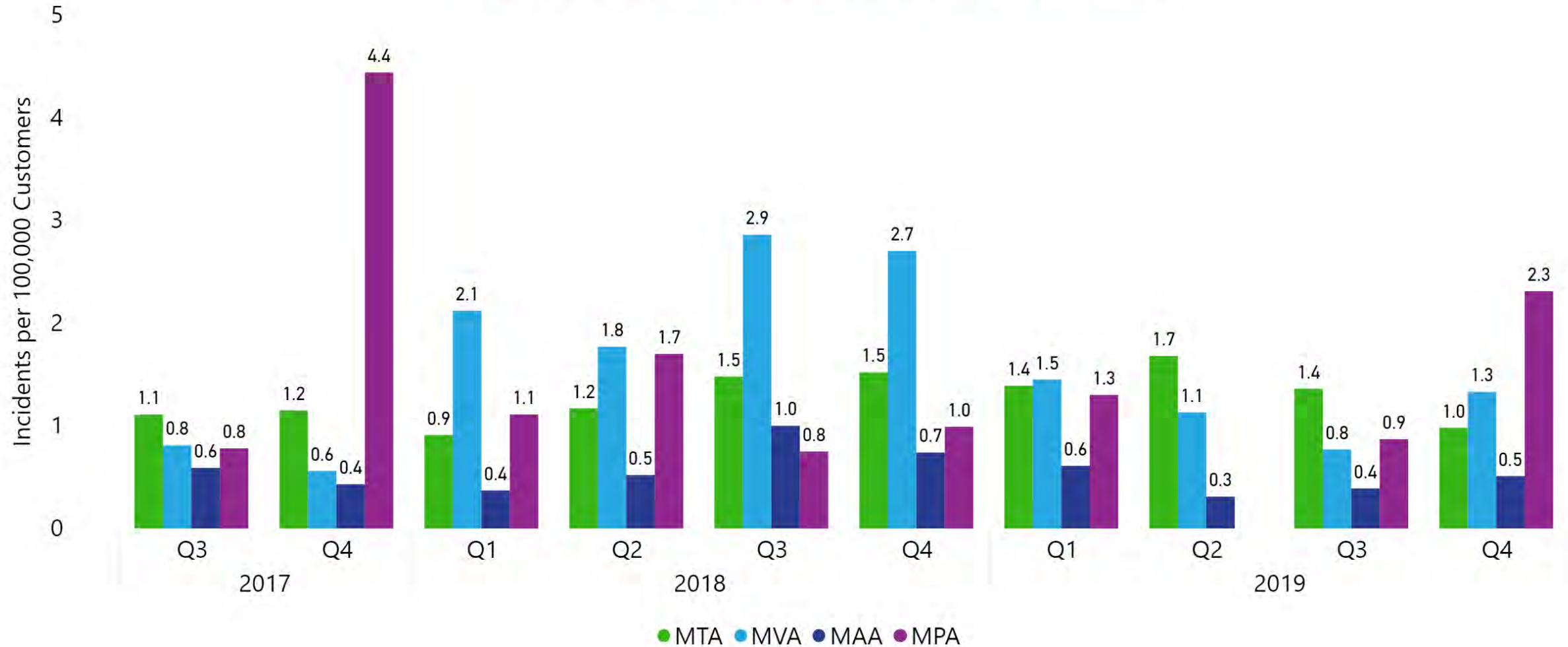
Chart 3.10.1: Number of Customer Incidents at MDOT Facilities



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

PM#3.10: Number of Customer Incidents at MDOT Facilities

Chart 3.10.2: Number of Incidents per 100,000 Customers





PRESENTING:

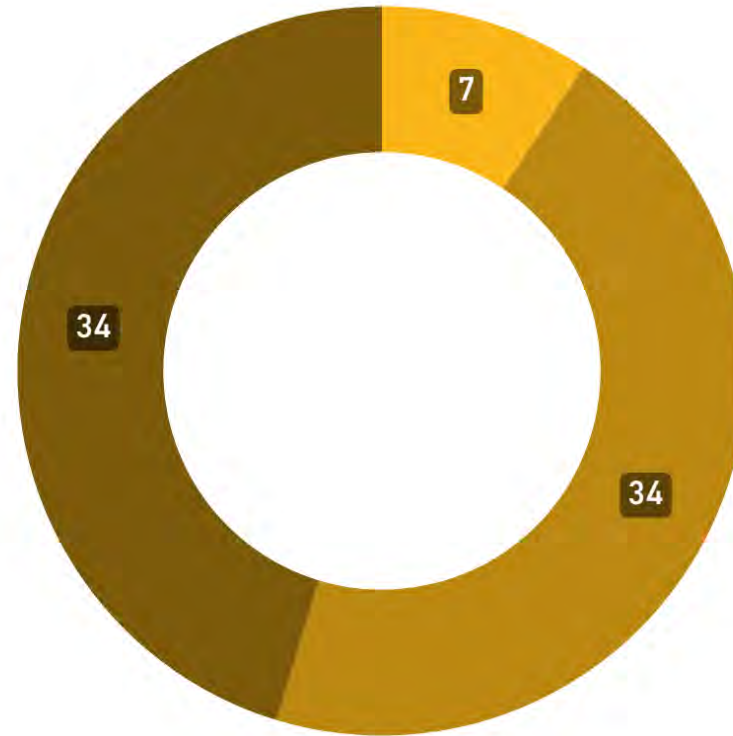
TANGIBLE RESULT #3

TBU SPECIFIC MEASURES

TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

MDTA 3.1: Time of Notification of Unacceptable Guardrail to Return to Service

MDTA 3.1.1: Total Number of Hits for Each Guardrail Damage Category for Q4 2019

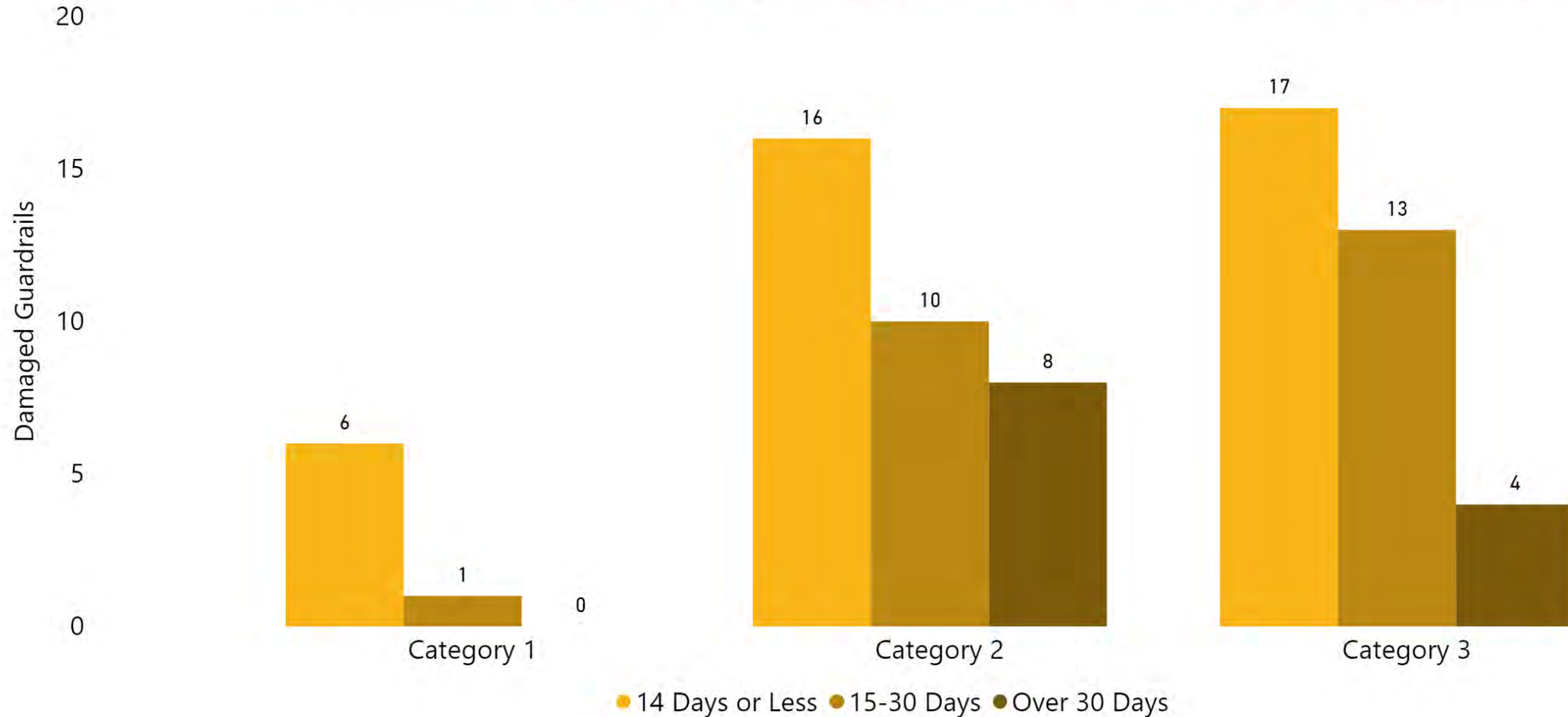


● Category 1 ● Category 2 ● Category 3

TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

MDTA 3.1: Time of Notification of Unacceptable Guardrail to Return to Service

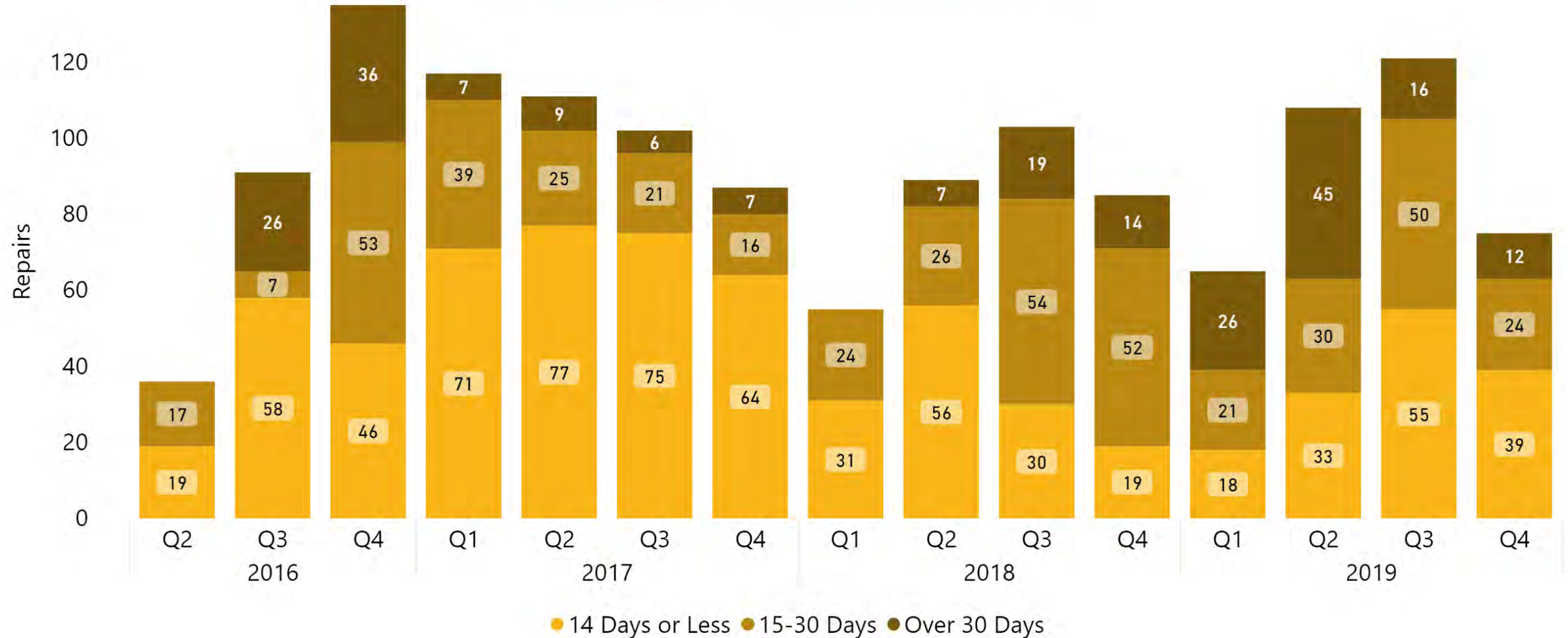
MDTA 3.1.2: Guardrail Damage Category - Days between Notification and Repair for Q4 2019



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

MDTA 3.1: Time of Notification of Unacceptable Guardrail to Return to Service

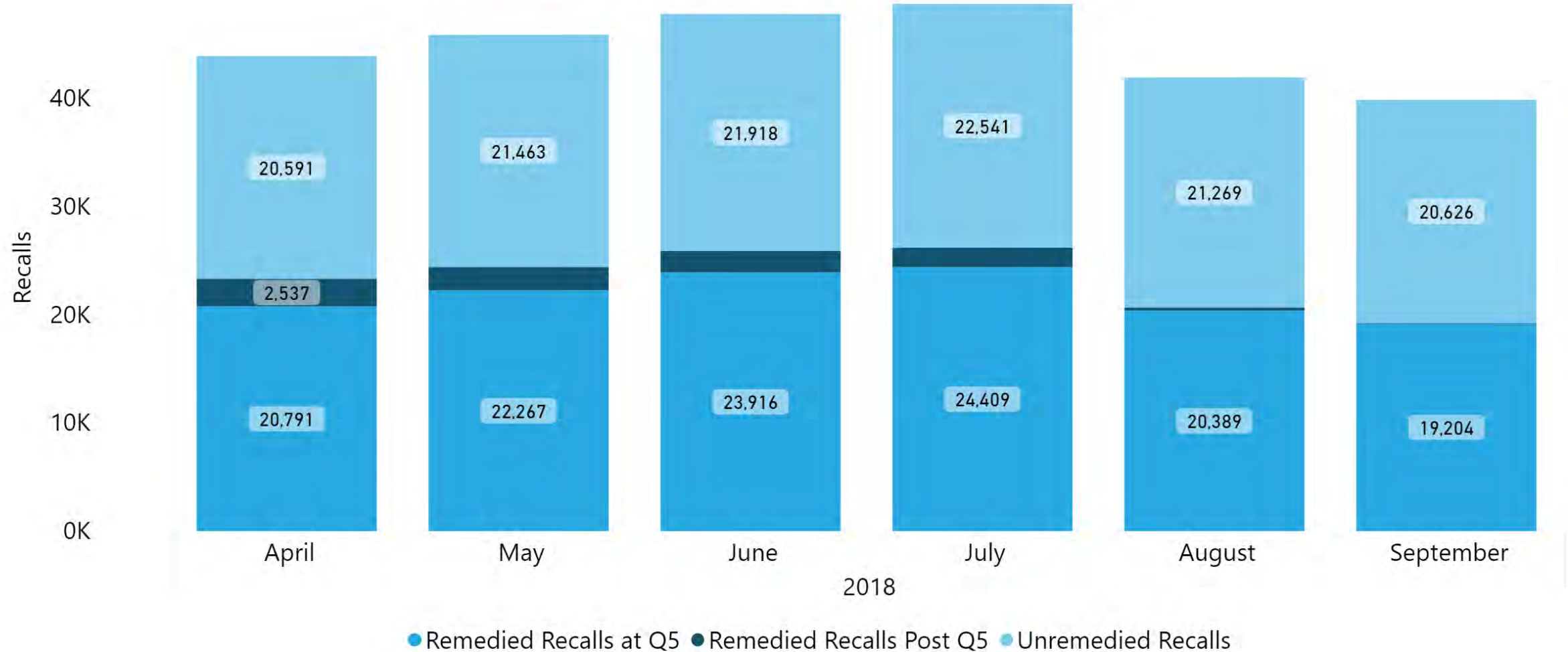
MDTA 3.1.3: Days between Notification and Repair



TR#3: PROVIDE A SAFE AND SECURE TRANSPORTATION INFRASTRUCTURE

MVA 3.1: Vehicle Safety Recall Compliance

MVA 3.1.1: Maryland Vehicle Safety Recall Status





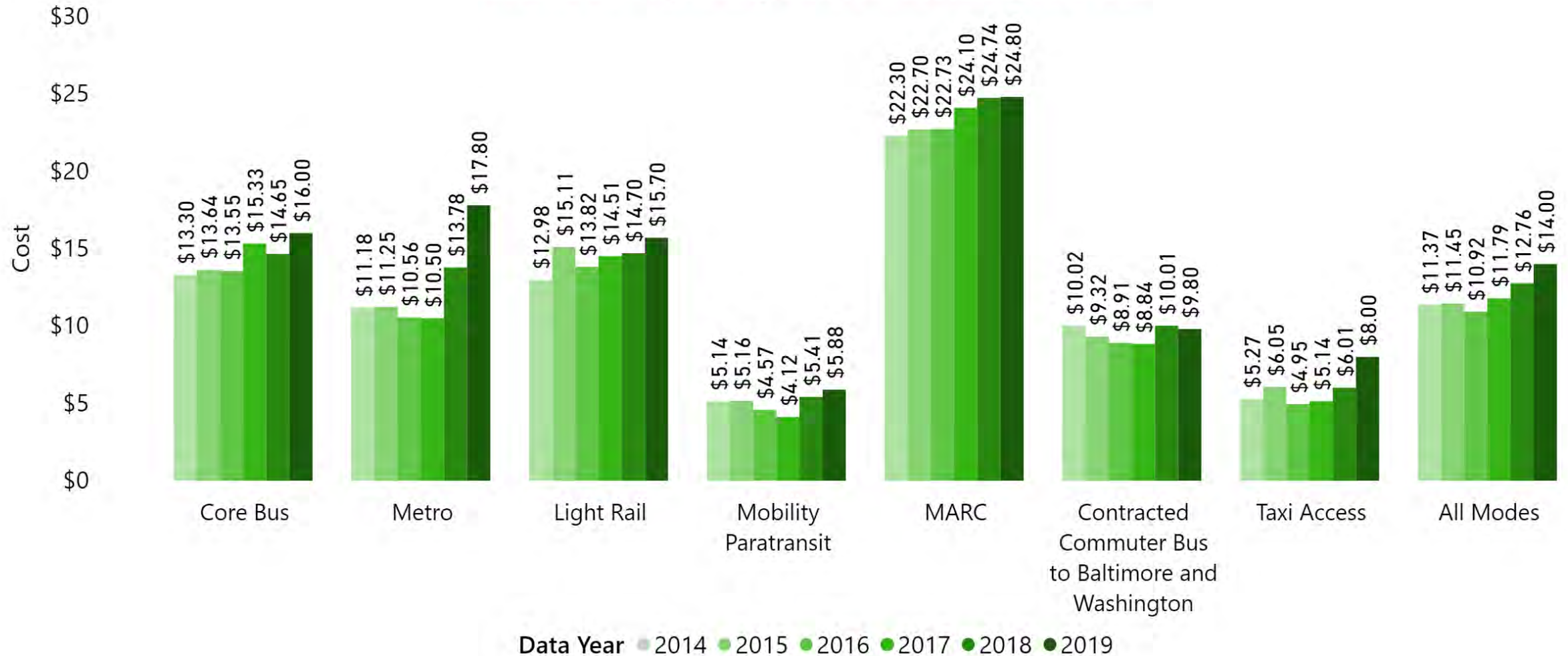
PRESENTING:

DELIVER TRANSPORTATION SOLUTIONS AND SERVICES OF GREAT VALUE

TANGIBLE RESULT #4

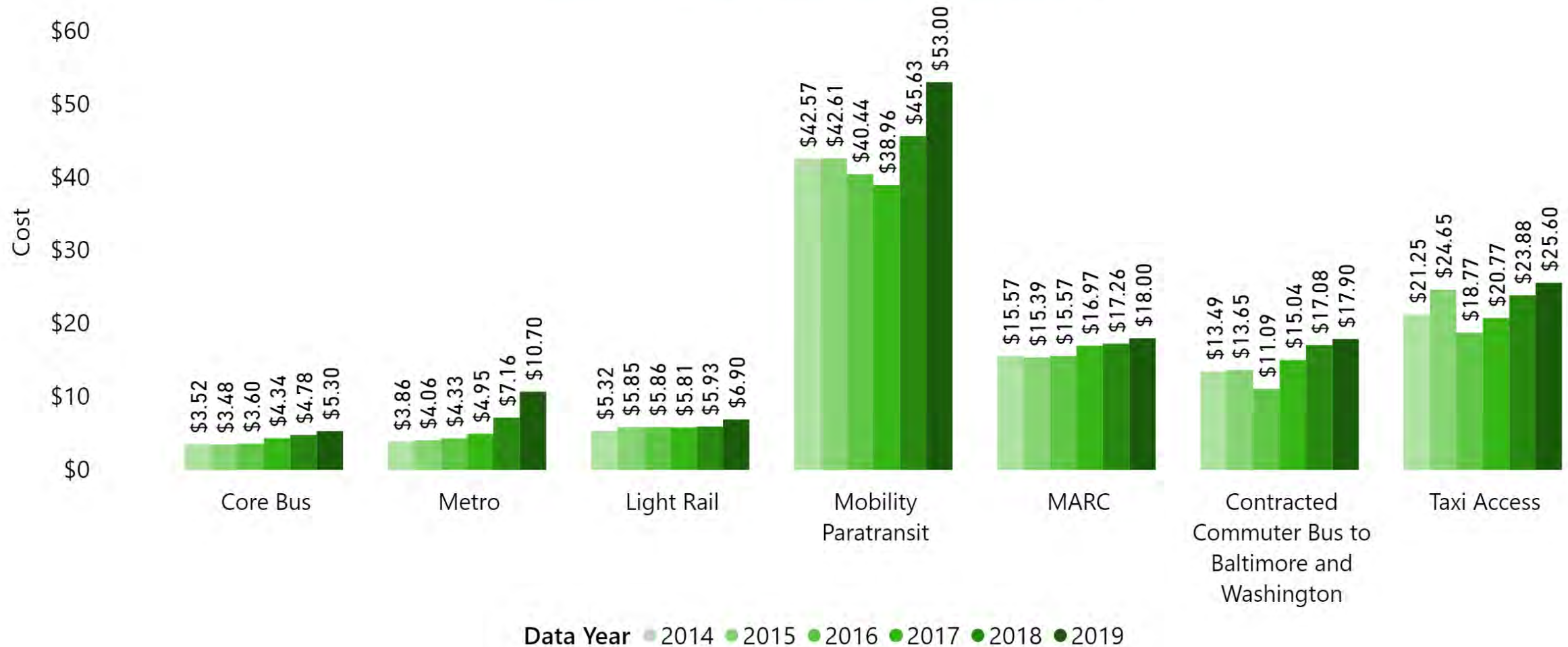
PM#4.4: Average Cost of Common Solutions and Services

Chart 4.4F.1: Operating Cost Per Revenue Vehicle Mile



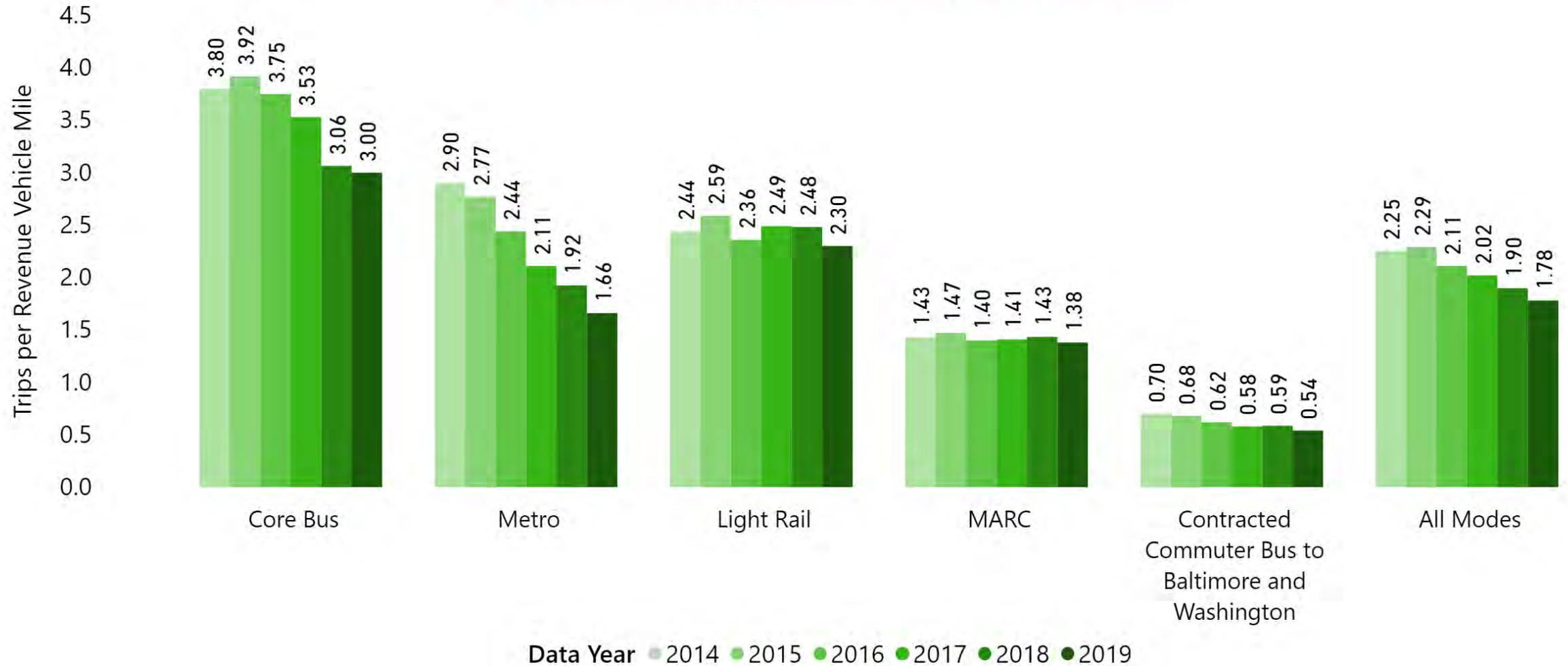
PM#4.4: Average Cost of Common Solutions and Services

Chart 4.4G.1: Operating Cost Per Passenger Trip



PM#4.4: Average Cost of Common Solutions and Services

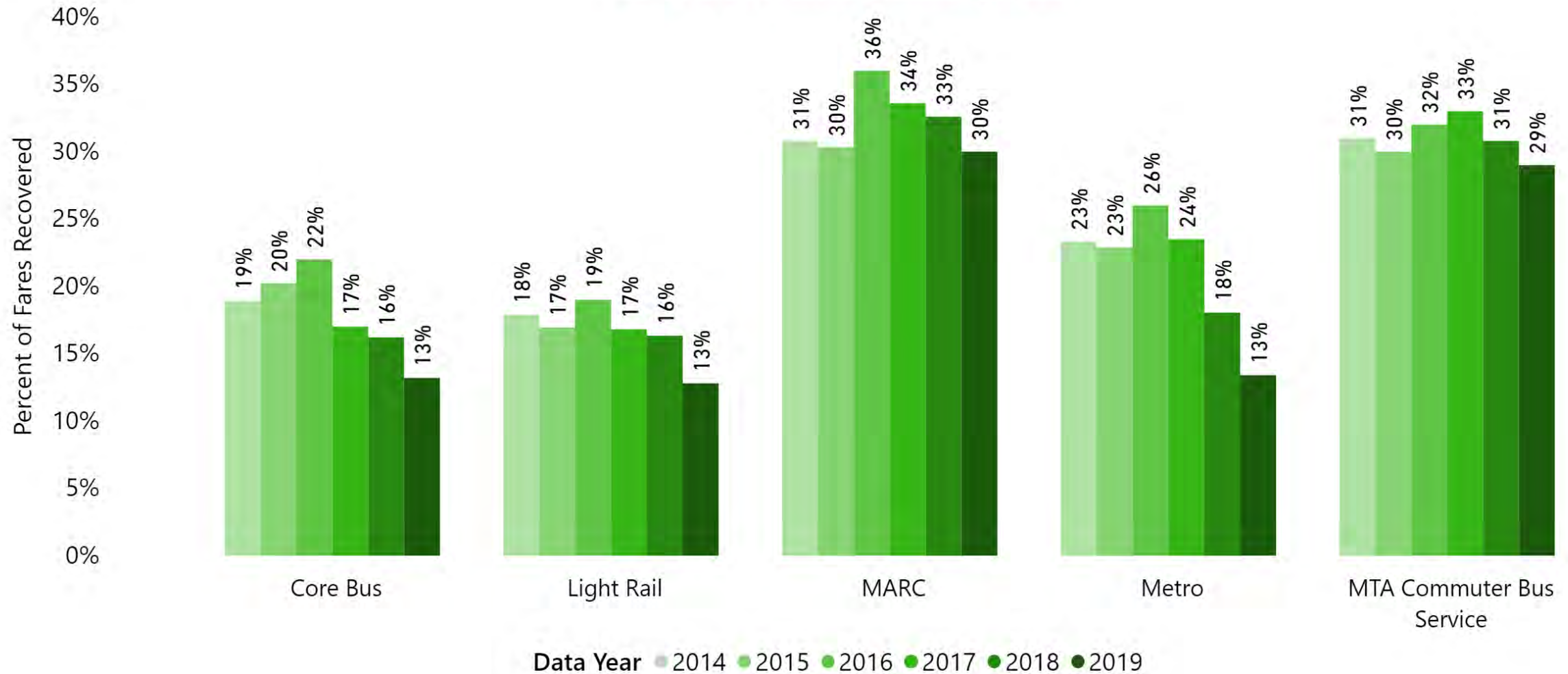
Chart 4.4H.1: Passenger Trips Per Revenue Vehicle Mile



TR#4: DELIVER TRANSPORTATION SOLUTIONS AND SERVICES OF GREAT VALUE

PM#4.4: Average Cost of Common Solutions and Services

Chart 4.4I.1: Farebox Recovery Rate



TR#4: DELIVER TRANSPORTATION SOLUTIONS AND SERVICES OF GREAT VALUE

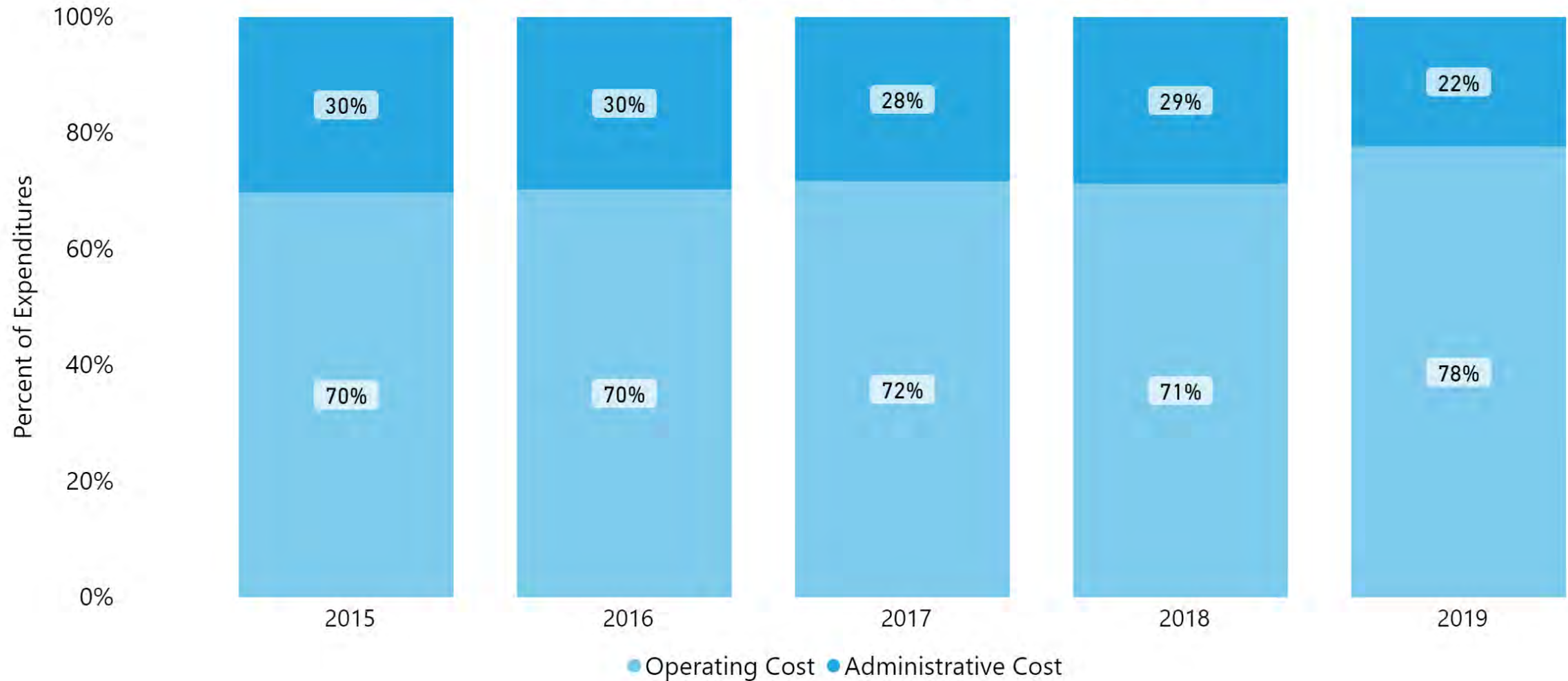
PM#4.4: Average Cost of Common Solutions and Services

Chart 4.4J.1: MVA Operating & Administrative Cost Per Transaction



PM#4.4: Average Cost of Common Solutions and Services

Chart 4.4J.2: MVA Operating Cost vs. Administrative Cost

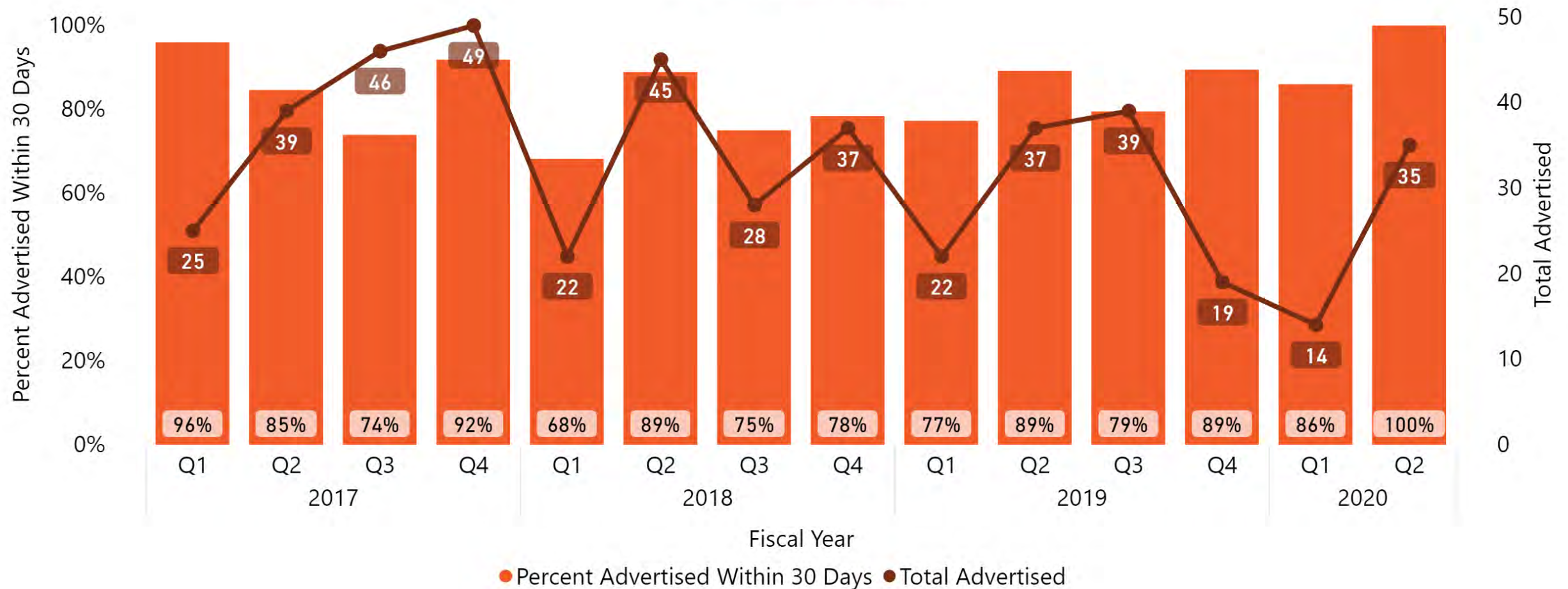




PRESENTING:
TANGIBLE RESULT #4
TBU SPECIFIC MEASURES

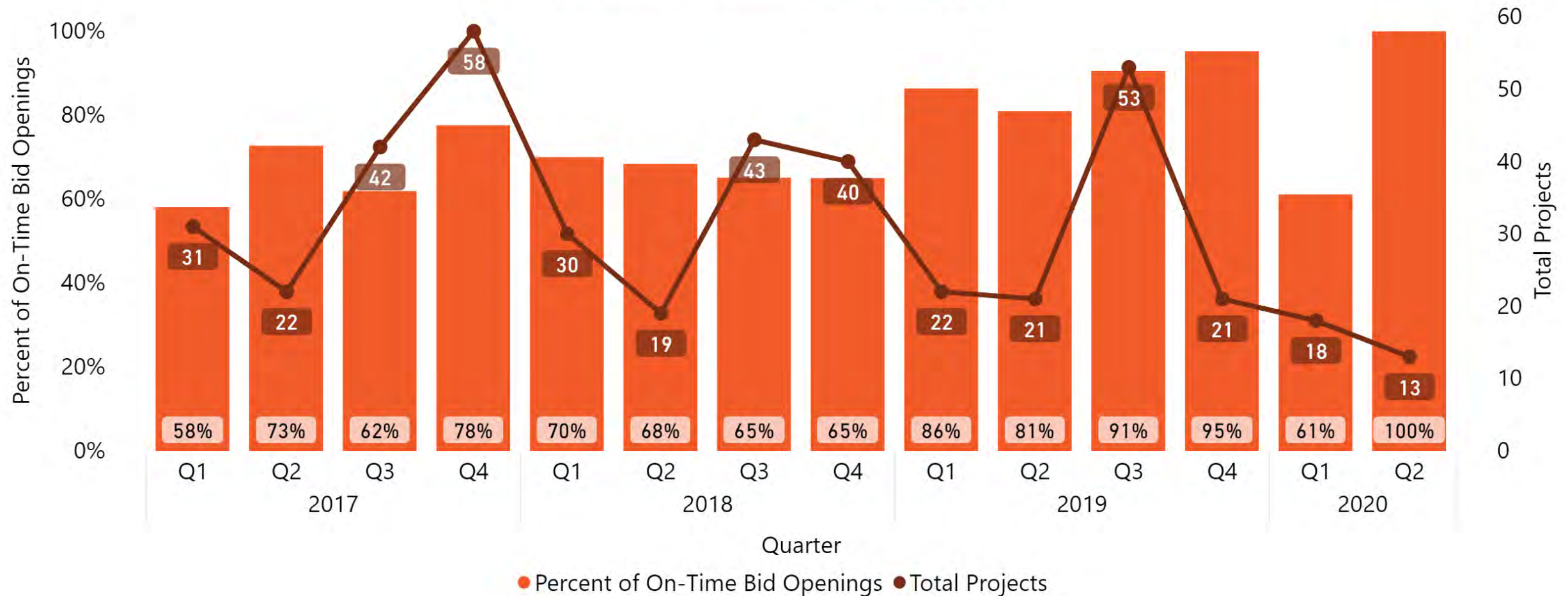
PM# SHA 4.1: Advertisements Within 30 Days

Chart SHA 4.1.1: Percent of Projects (Valued at More Than \$1M) Advertised Within 30 Days of the Original Established Financial Advertisement Date



PM# SHA 4.2: Bid Openings On Time

Chart SHA 4.2.1: Percent of Projects (Valued at More Than \$1M) with a Bid Opening Date on Target with the Bid Opening Date at the Time of Actual Advertisement Date





PRESENTING:

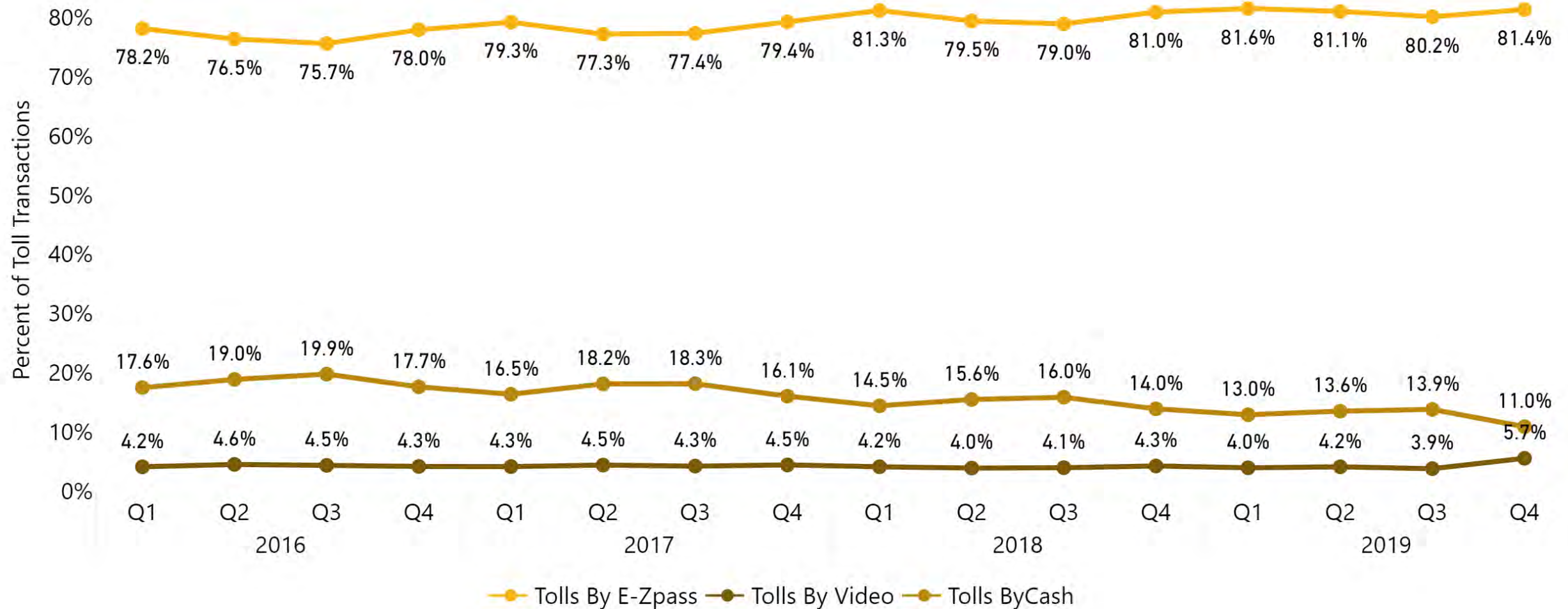
**PROVIDE AN EFFICIENT,
WELL-CONNECTED
TRANSPORTATION EXPERIENCE**

TANGIBLE RESULT #5

TR#5: PROVIDE AN EFFICIENT, WELL-CONNECTED TRANSPORTATION EXPERIENCE

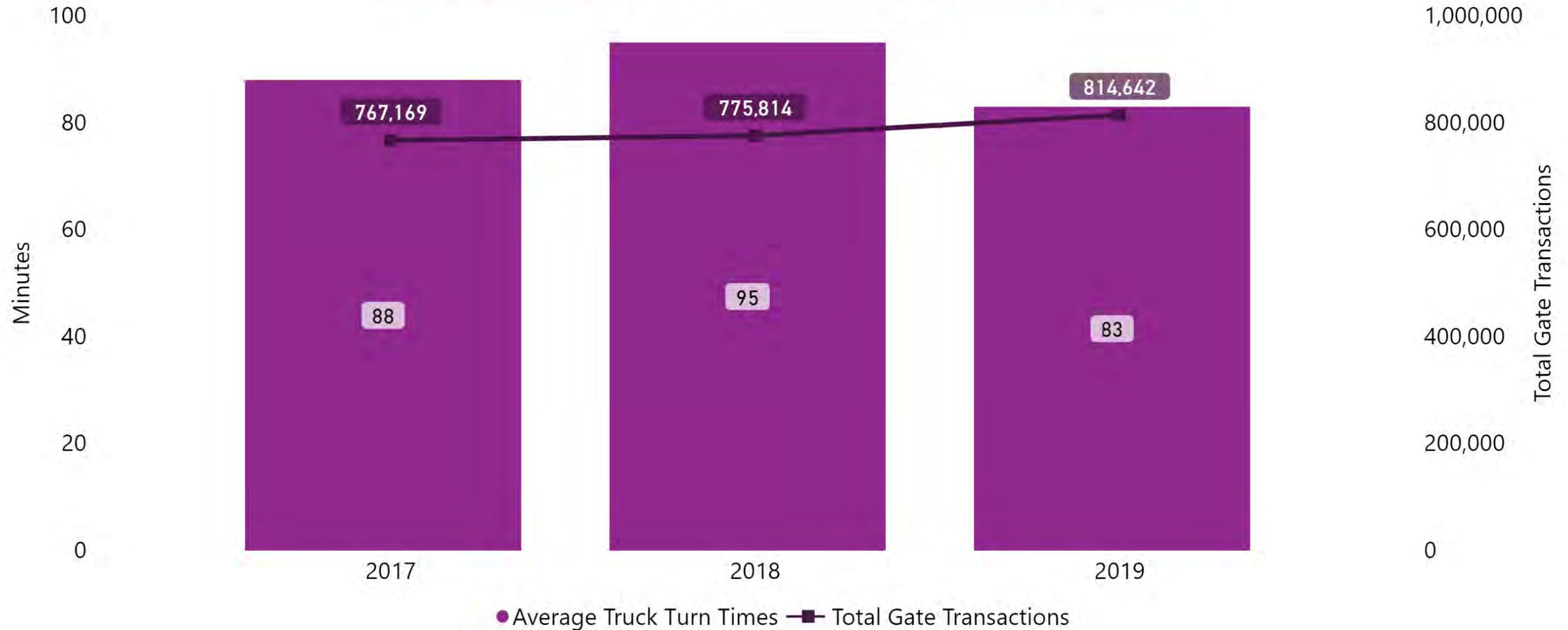
PM#5.1: Reliability of the Transportation Experience

Chart 5.1A.1: Percent of Toll Transactions by Payment Channel for All Mixed Facilities



PM#5.1: Reliability of the Transportation Experience

Chart 5.1B.1: Average Truck Turnaround Time, Seagirt Marine Terminal



TR#5: PROVIDE AN EFFICIENT, WELL-CONNECTED TRANSPORTATION EXPERIENCE

PM#5.1: Reliability of the Transportation Experience

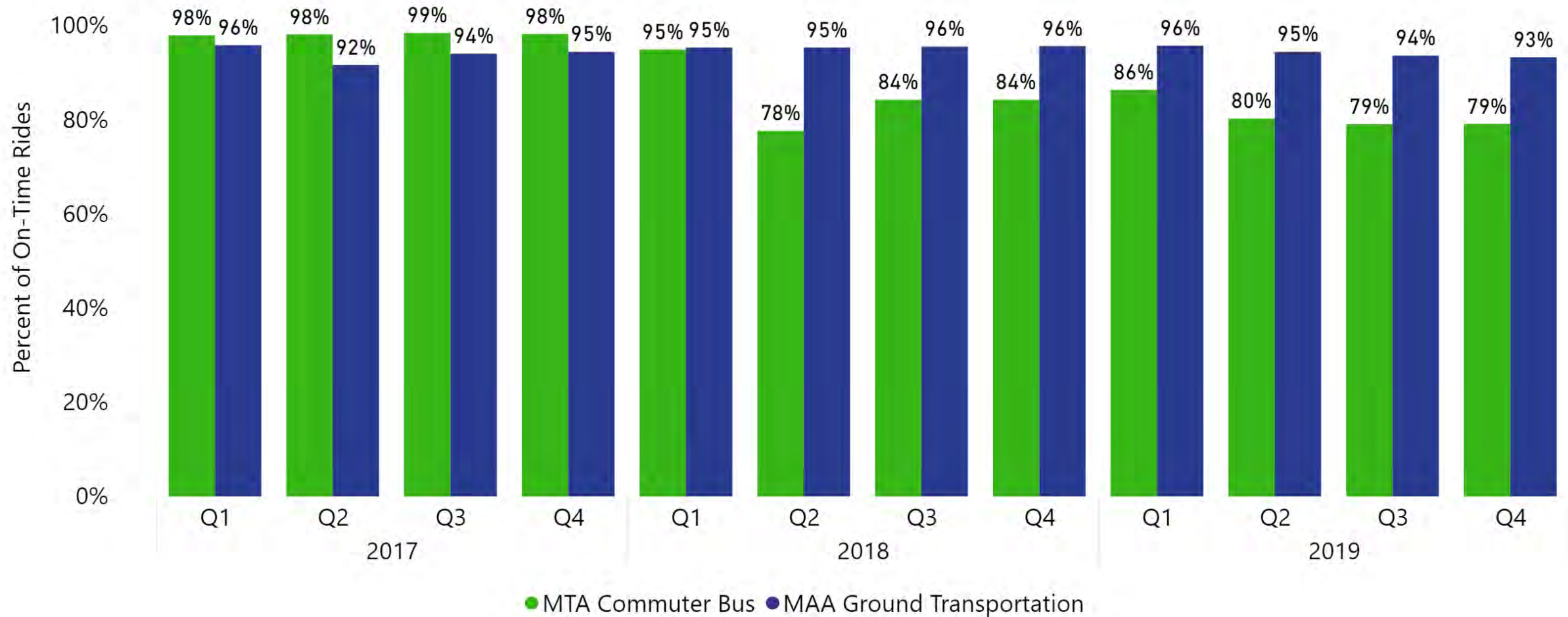
Chart 5.1C.1: Average Wait Time at MDOT MVA Branches



TR#5: PROVIDE AN EFFICIENT, WELL-CONNECTED TRANSPORTATION EXPERIENCE

PM#5.1: Reliability of the Transportation Experience

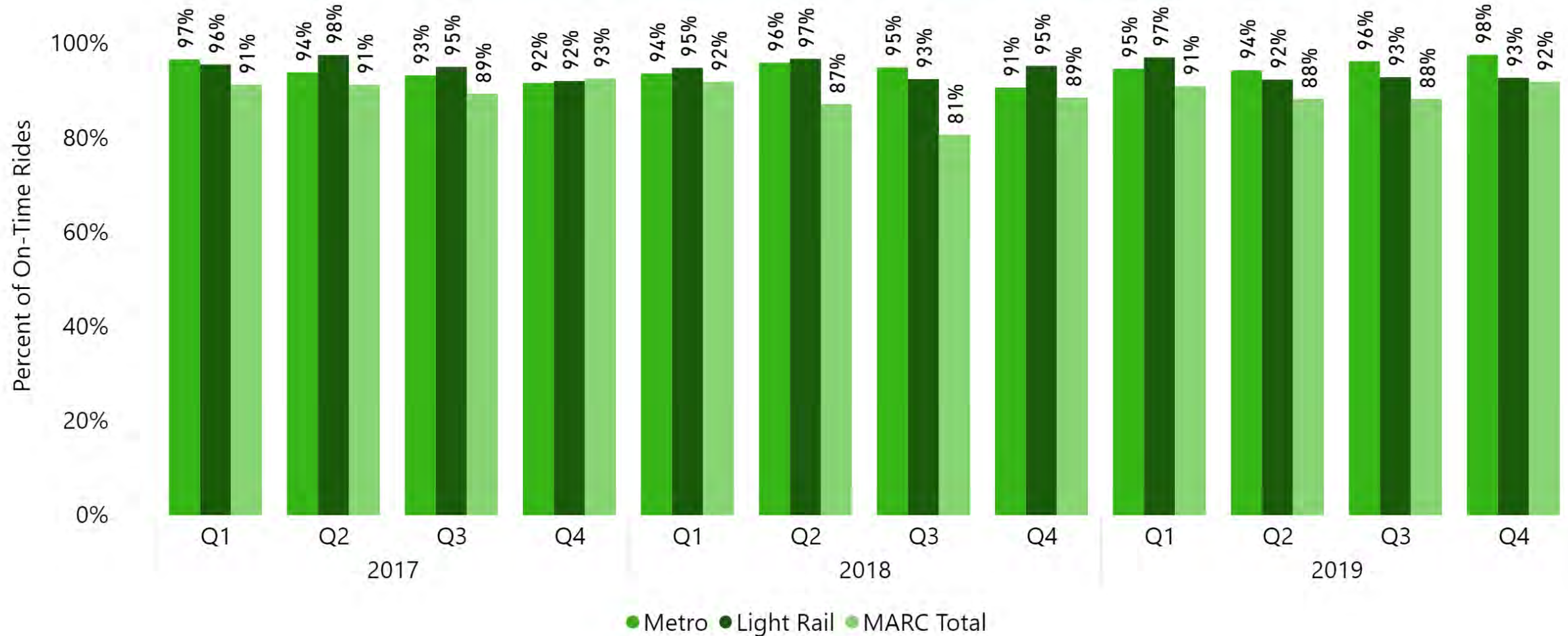
Chart 5.1D.1: On-Time Performance of MDOT MTA Commuter Bus & MDOT MAA Ground Transport



TR#5: PROVIDE AN EFFICIENT, WELL-CONNECTED TRANSPORTATION EXPERIENCE

PM#5.1: Reliability of the Transportation Experience

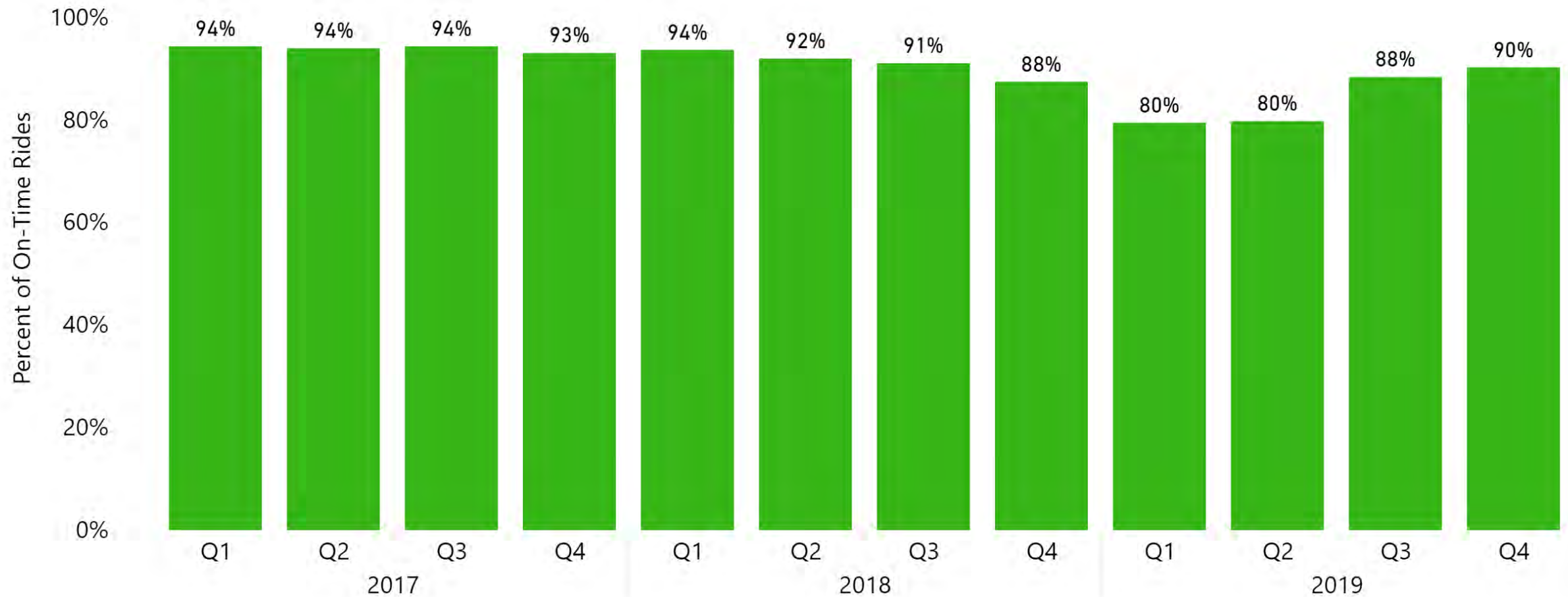
Chart 5.1D.2: On-Time Performance of MDOT MTA SubwayLink, Light RailLink, & MARC



TR#5: PROVIDE AN EFFICIENT, WELL-CONNECTED TRANSPORTATION EXPERIENCE

PM#5.1: Reliability of the Transportation Experience

Chart 5.1D.3: On-Time Performance of MDOT MTA Paratransit



TR#5: PROVIDE AN EFFICIENT, WELL-CONNECTED TRANSPORTATION EXPERIENCE

PM#5.1: Reliability of the Transportation Experience

Chart 5.1D.4: MTA Core Bus On-Time Performance

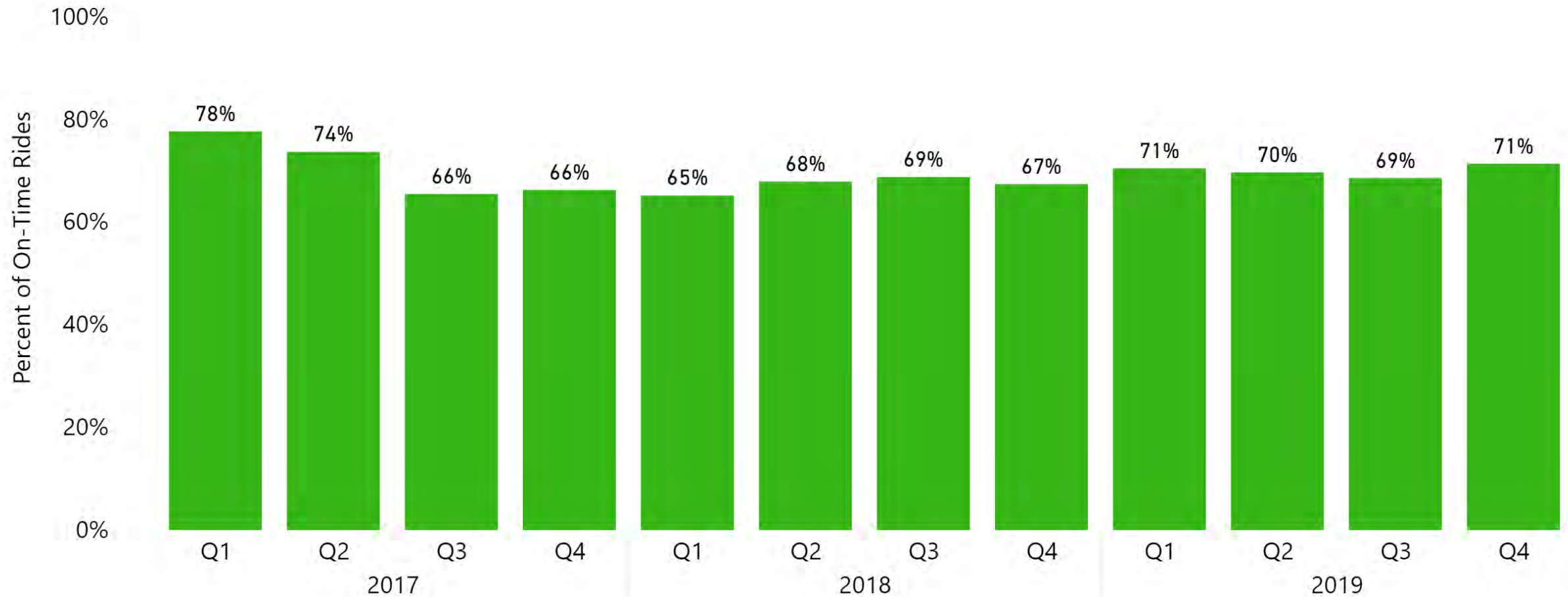


Chart 5.4B.1: MVA Wait Time Website Satisfaction 2019

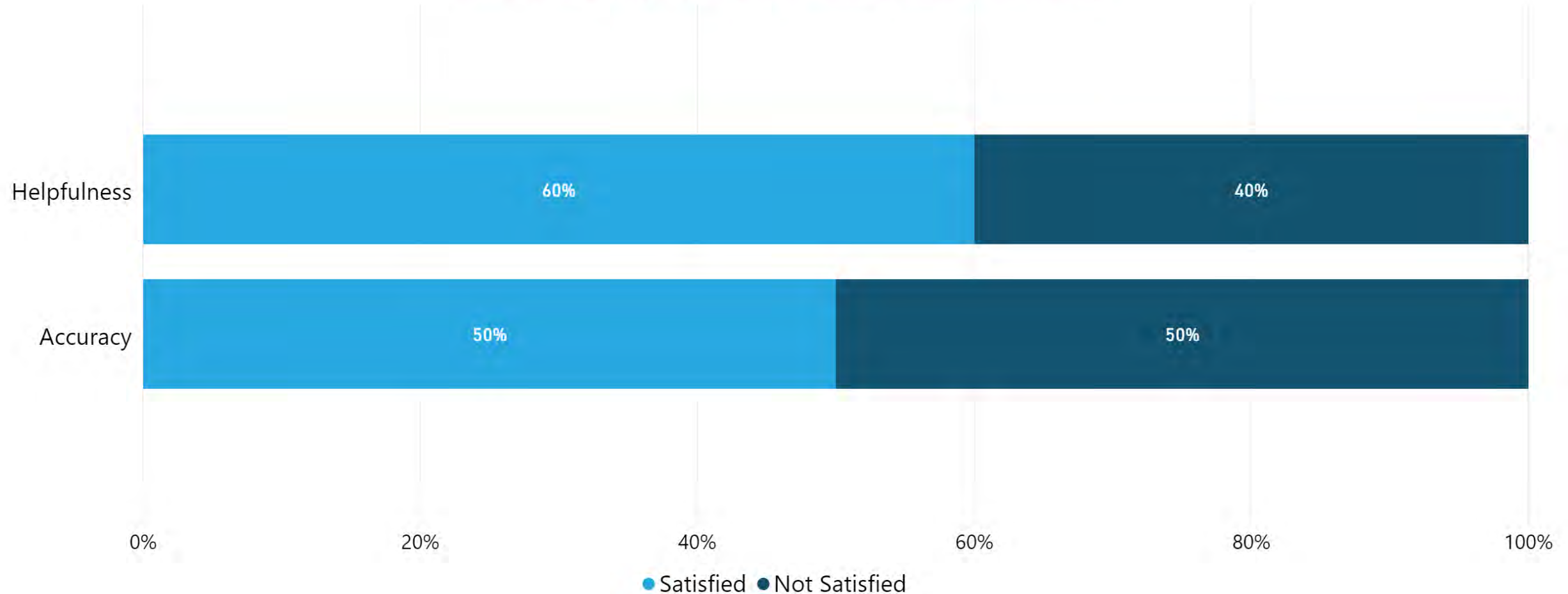
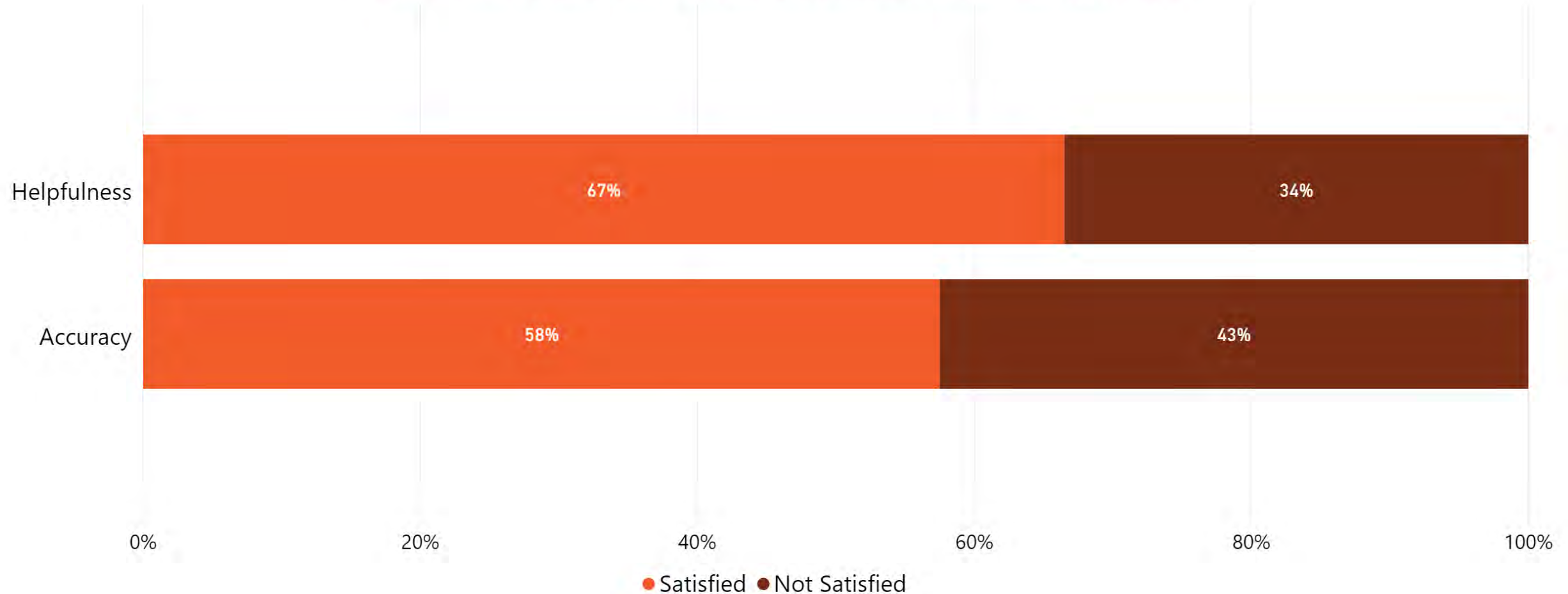


Chart 5.4B.6: CHART (SHA & MDTA) Customer Satisfaction with DMS





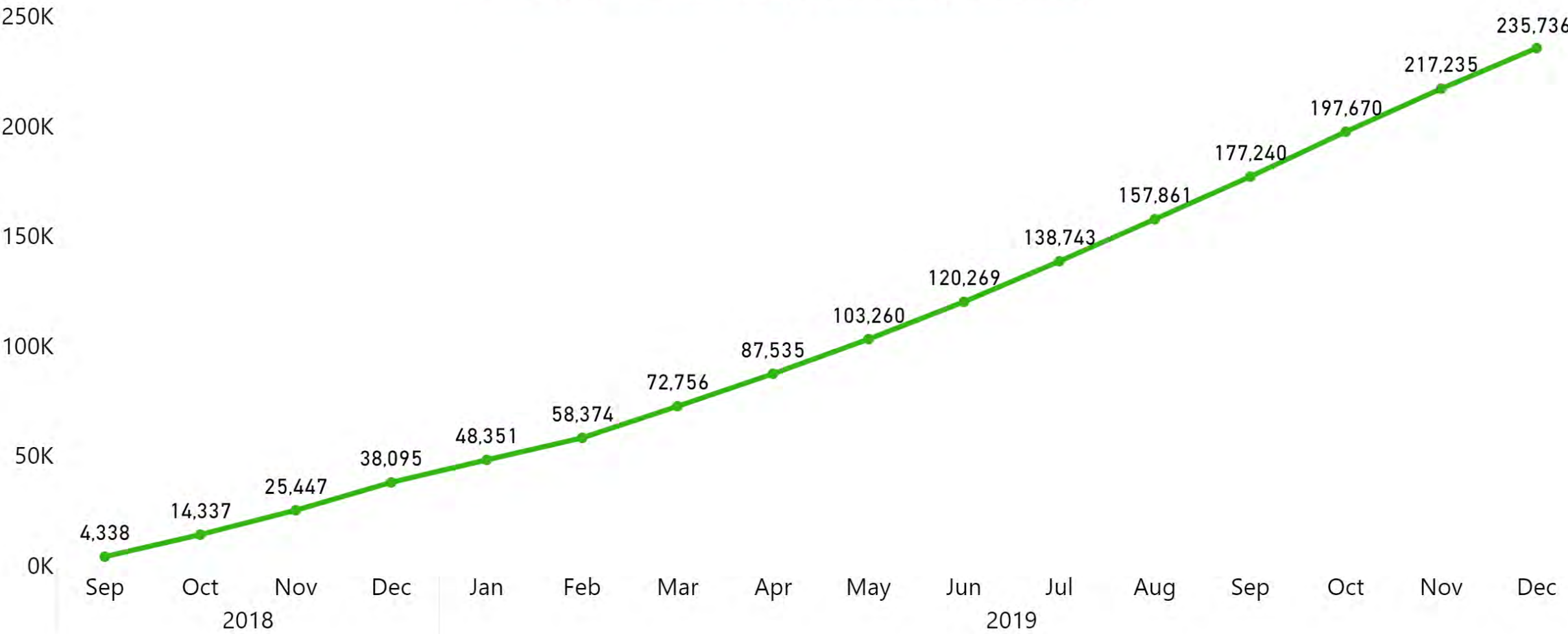
PRESENTING:

TANGIBLE RESULT #5

TBU SPECIFIC MEASURES

MTA 5.1: CharmPass Downloads

Chart MTA 5.1A: CharmPass Cumulative Downloads



TR#5: PROVIDE AN EFFICIENT, WELL-CONNECTED TRANSPORTATION EXPERIENCE

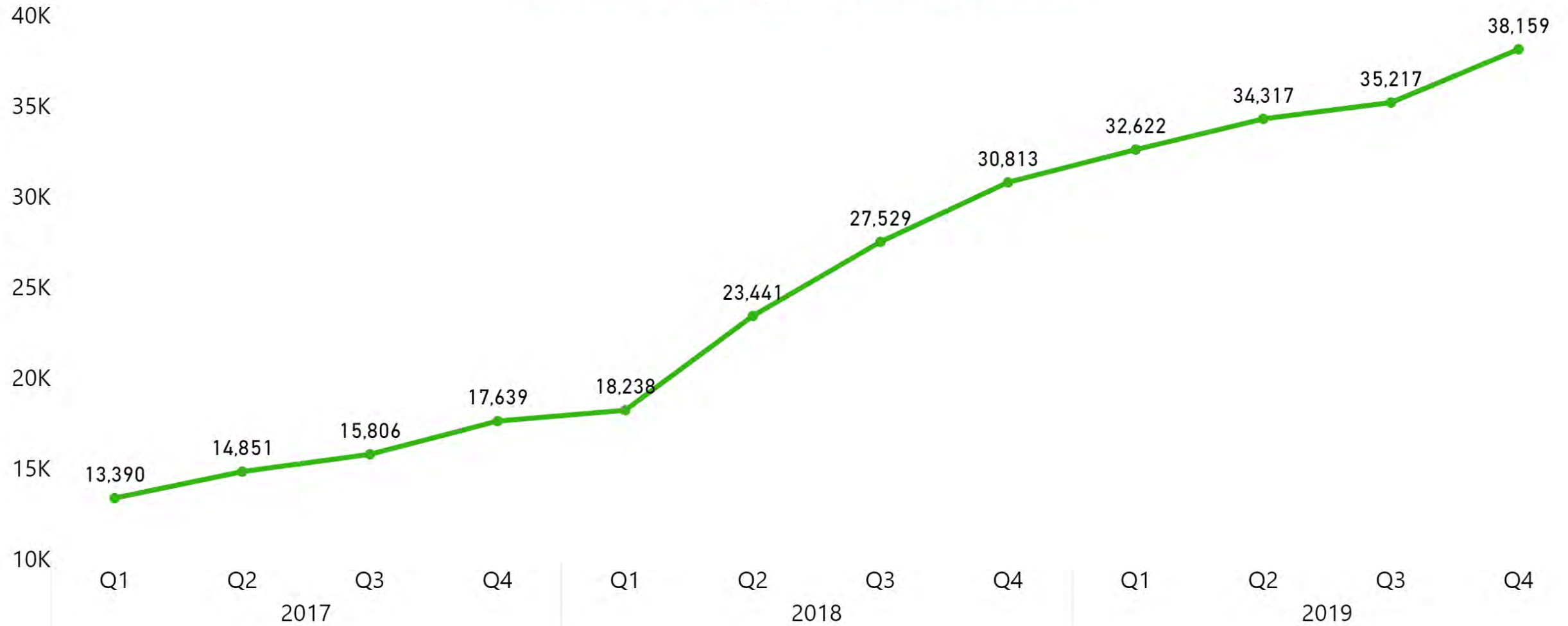
MTA 5.1: CharmPass Purchases

Chart MTA 5.1B: CharmPass Average Daily Purchases



MTA 5.2: Transit App Users

Chart MTA 5.2: Average Daily Transit App Users





PRESENTING:

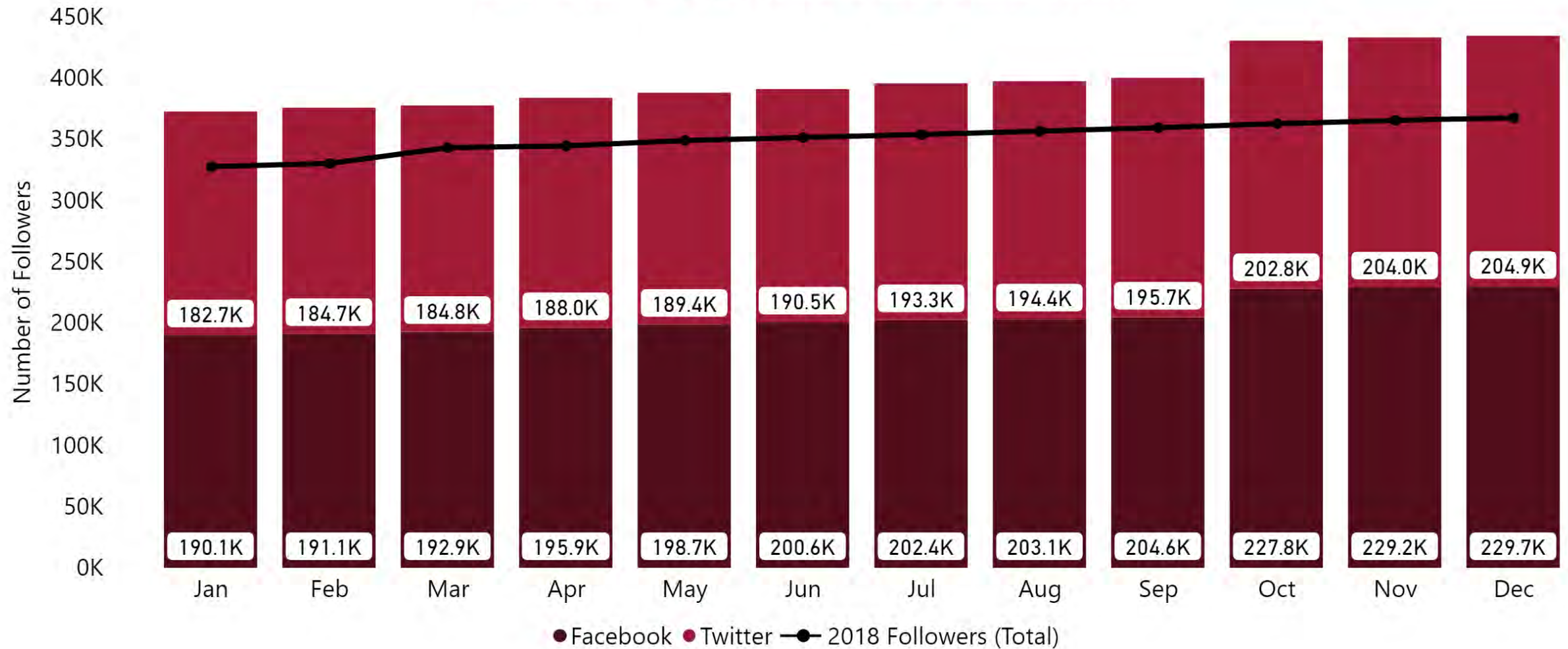
COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

TANGIBLE RESULT #6

TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.1: Social Reach

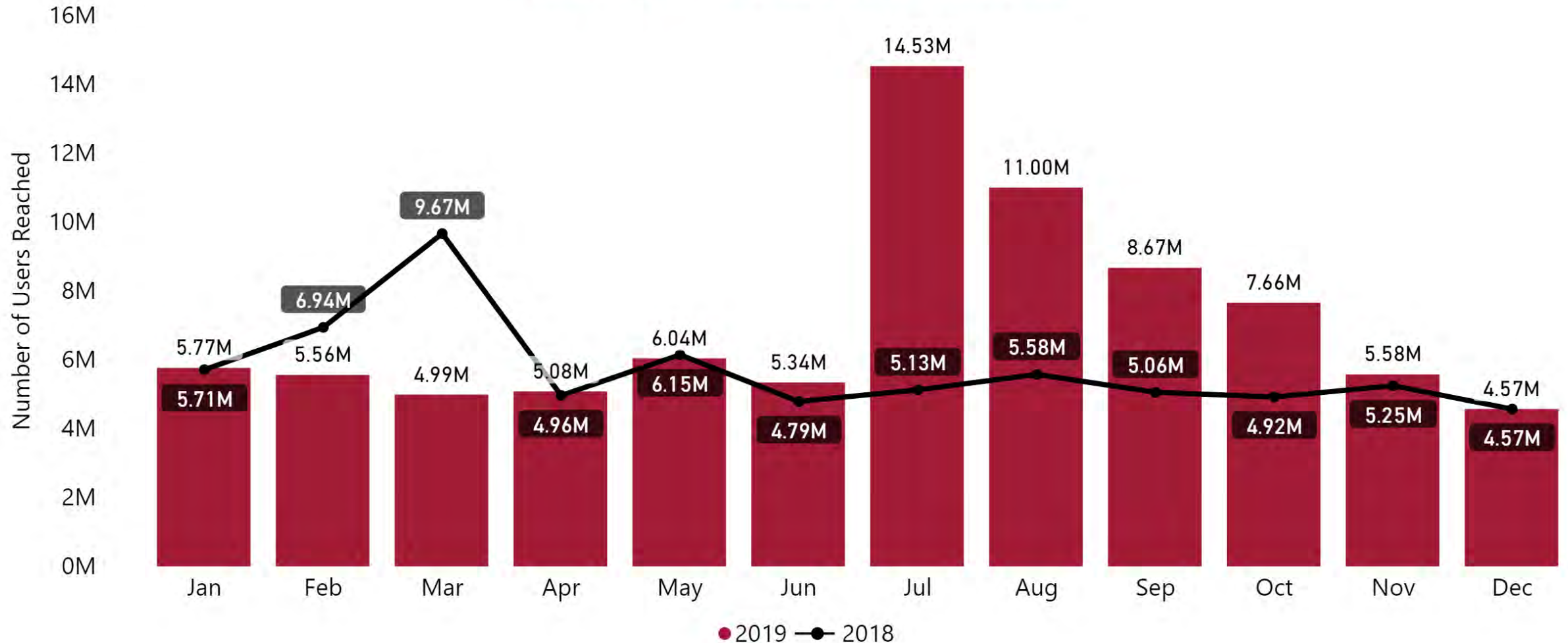
Chart 6.1A.1: Total MDOT Social Media Followers 2019



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.1: Social Reach

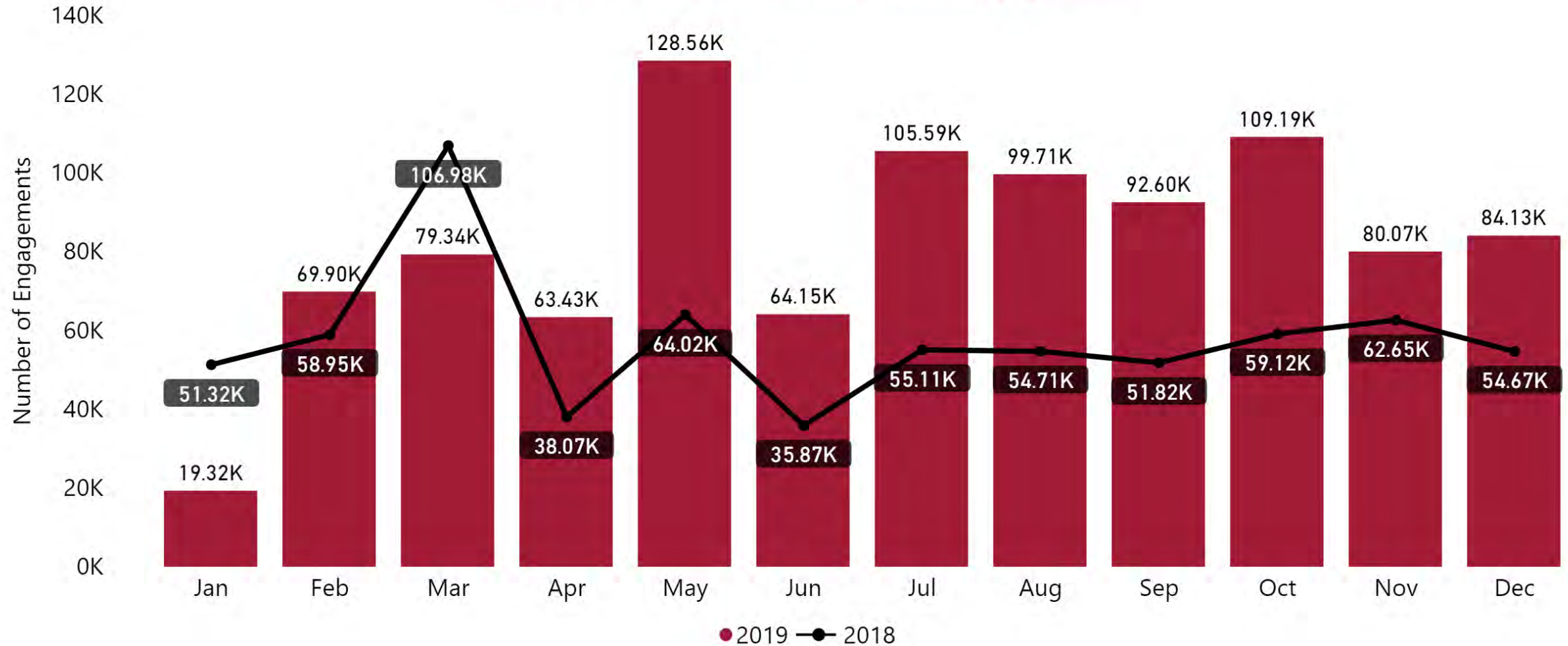
Chart 6.1A.2: Total MDOT Social Media Reach



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.1: Social Engagement

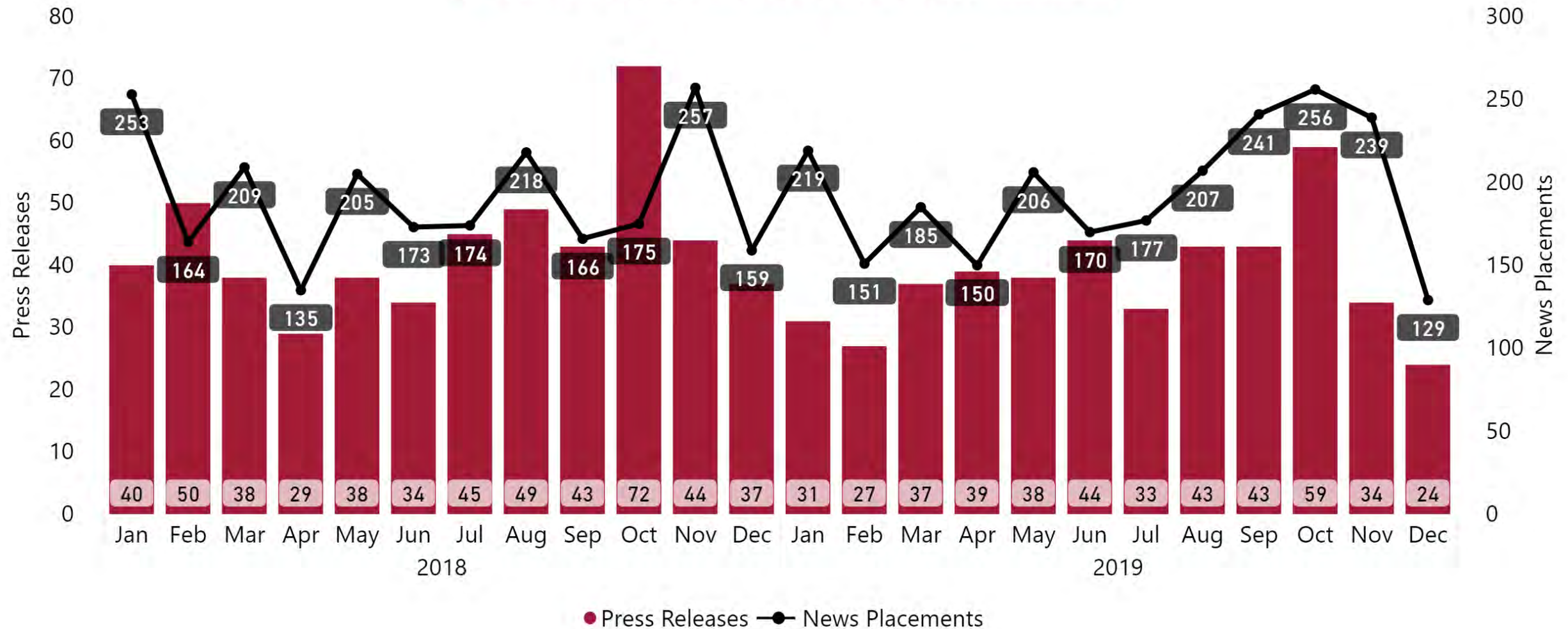
Chart 6.1B.1: Total MDOT Social Media Engagements



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3a: Number of News Stories Generated from Major Releases

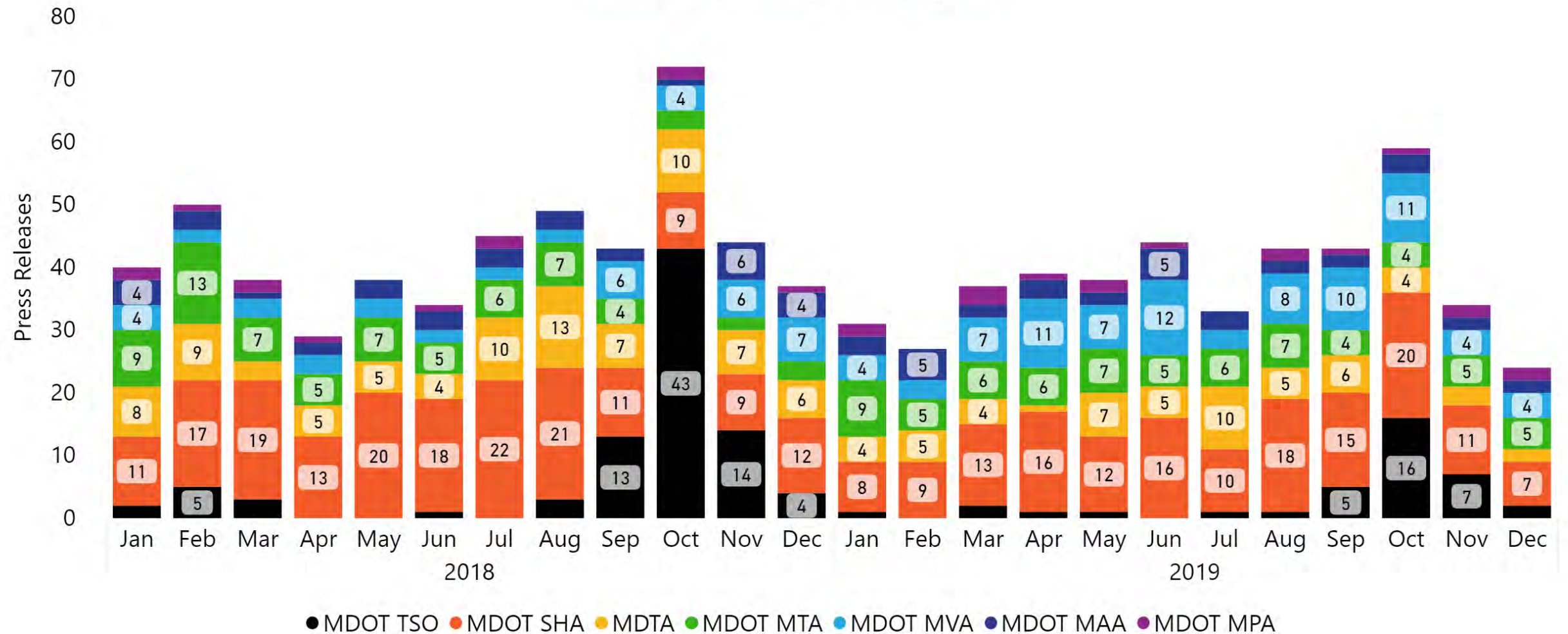
Chart 6.3A.1: MDOT Press Releases and News Placements



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3a: Number of News Stories Generated from Major Releases

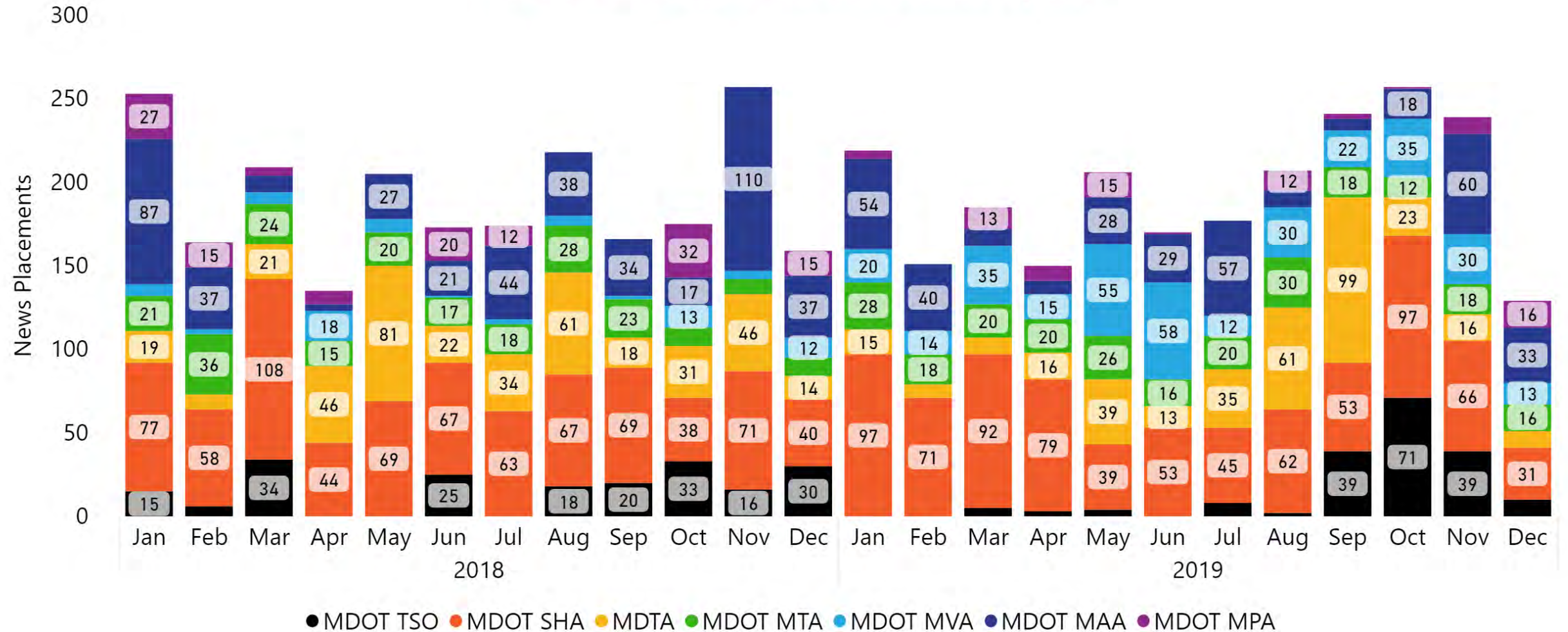
Chart 6.3A.2: Press Releases by TBU



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3a: Number of News Stories Generated from Major Releases

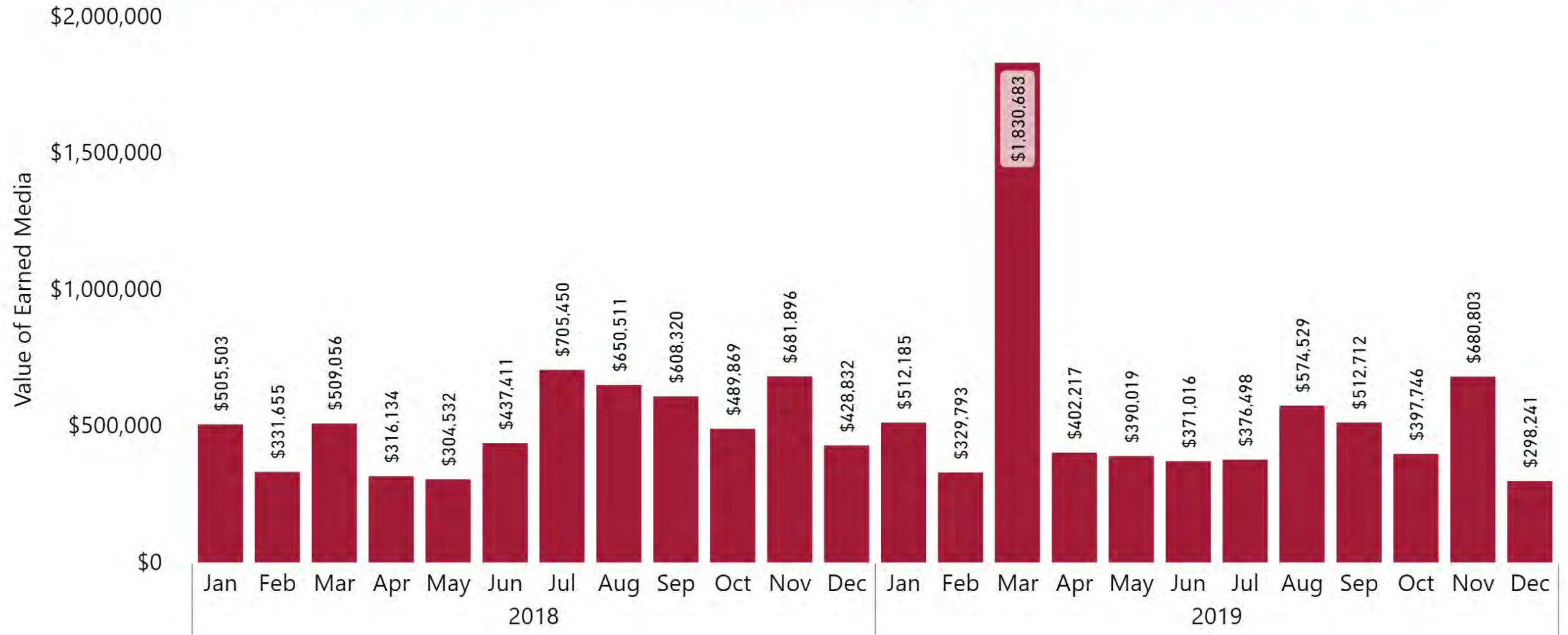
Chart 6.3A.3: Number of News Placements by TBU



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3b: Earned Media Value of Print and Broadcast Coverage Generated by News Releases

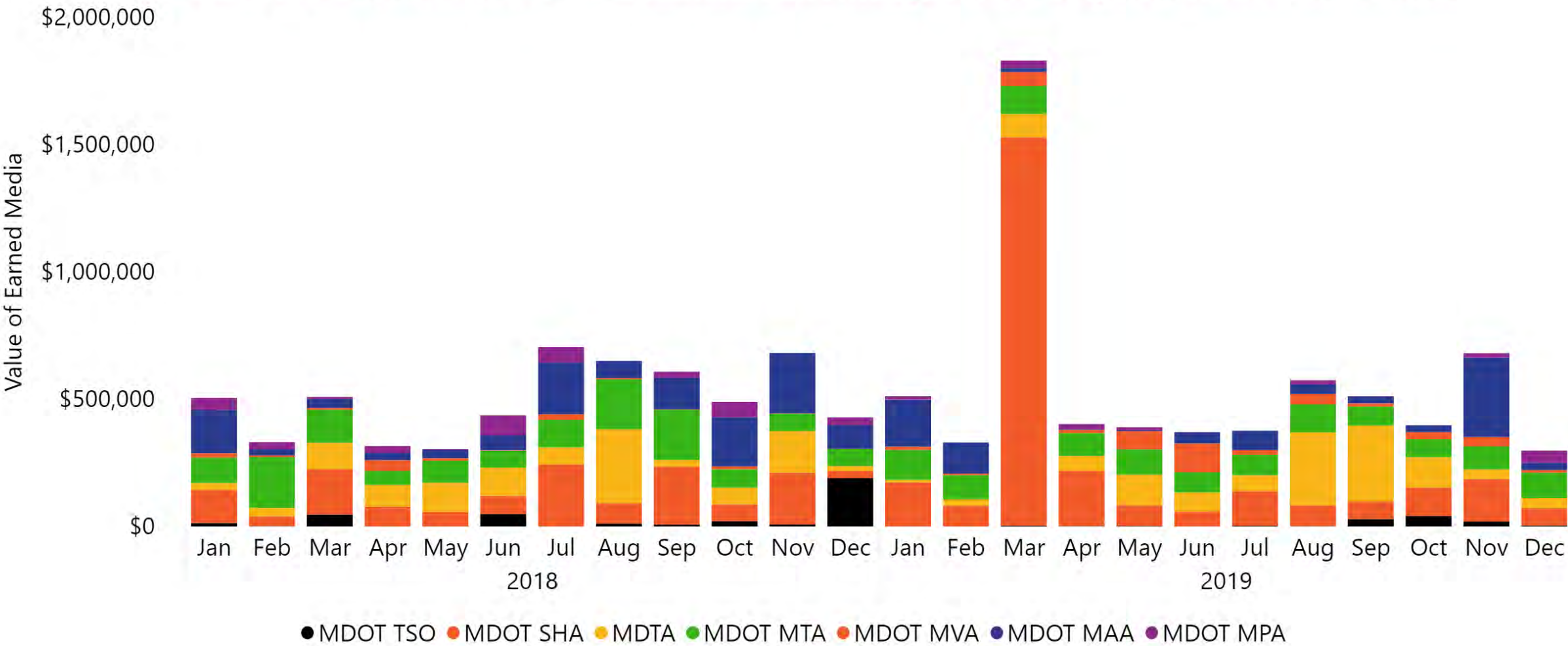
Chart 6.3B.1: Earned Media Value of Print and Broadcast Coverage Generated by News Releases MDOT-Wide



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3b: Earned Media Value of Print and Broadcast Coverage Generated by News Releases

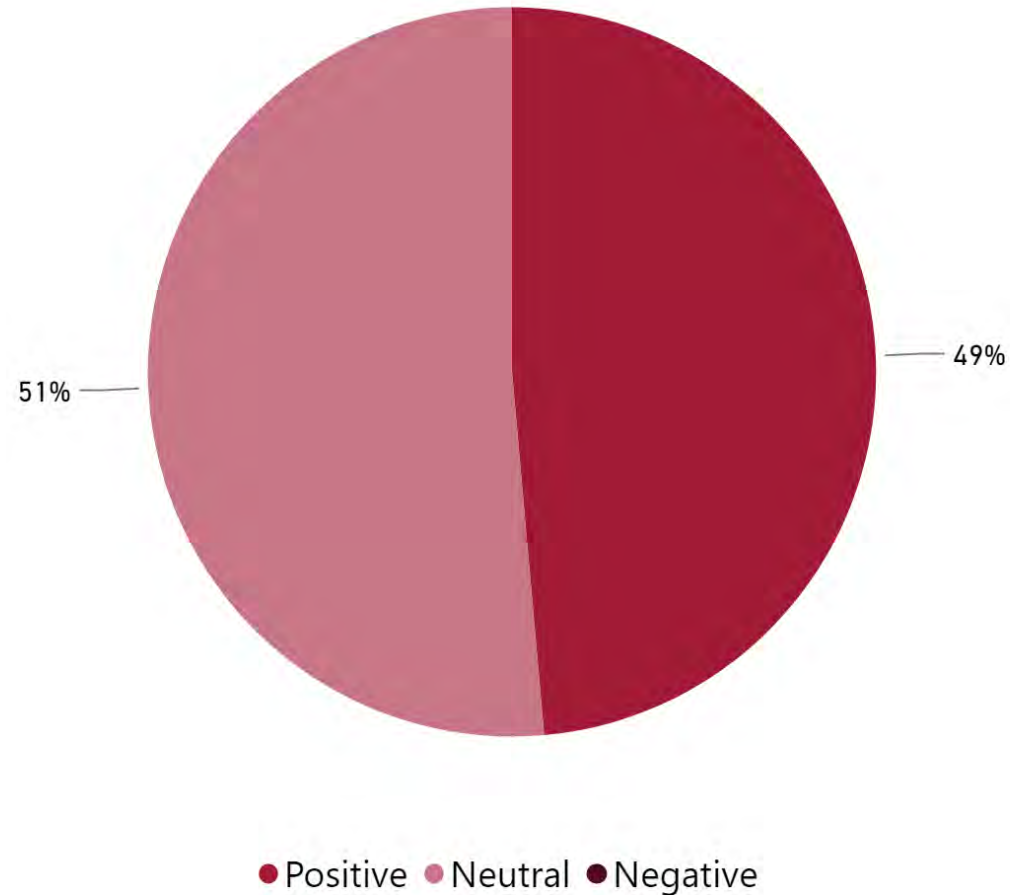
Chart 6.3B.1: Earned Media Value of Print and Broadcast Coverage Generated by News Releases MDOT-Wide



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3c: News Tone of Coverage Generated by MDOT News Releases

Chart 6.3C.1: News Tone MDOT-Wide for Q4 2019



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3c: News Tone of Coverage Generated by MDOT News Releases

Chart 6.3C.1: News Tone for MDOT TSO

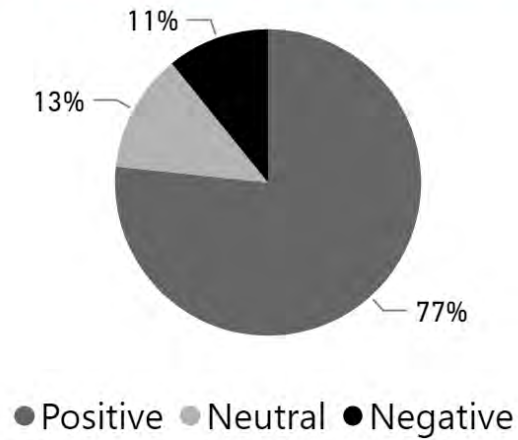


Chart 6.3C.1: News Tone for MDOT SHA

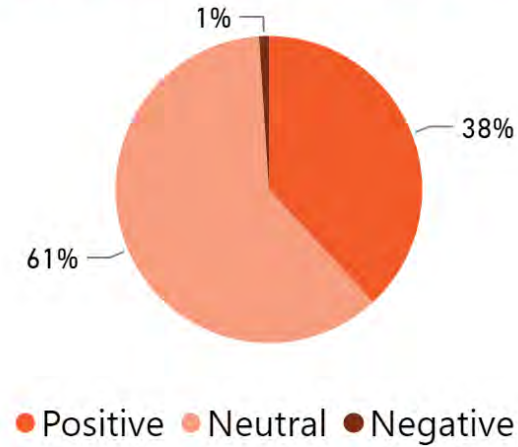


Chart 6.3C.1: News Tone for MDTA

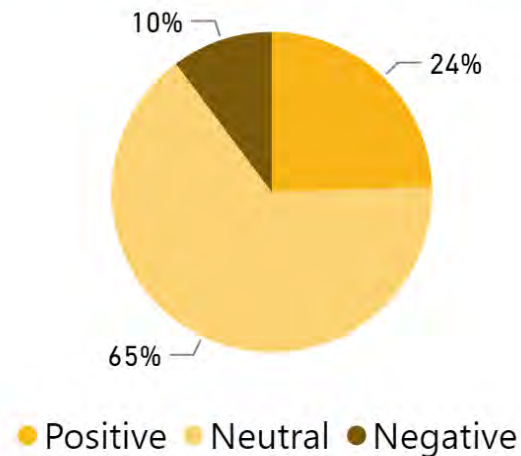
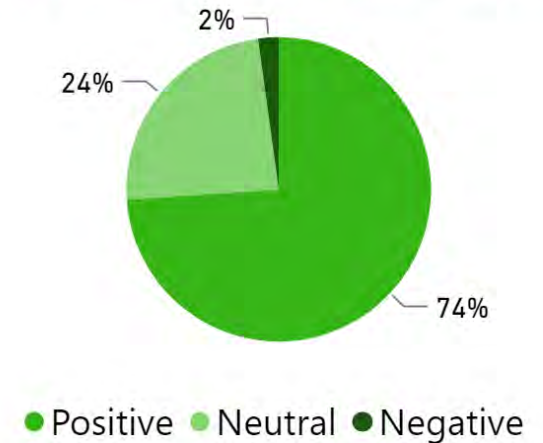


Chart 6.3C.1: News Tone for MDOT MTA



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.3c: News Tone of Coverage Generated by MDOT News Releases

Chart 6.3C.1: News Tone for MDOT MVA

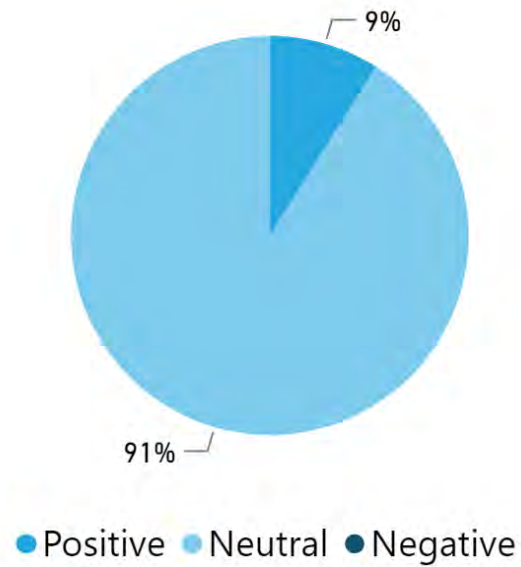


Chart 6.3C.1: News Tone for MDOT MAA

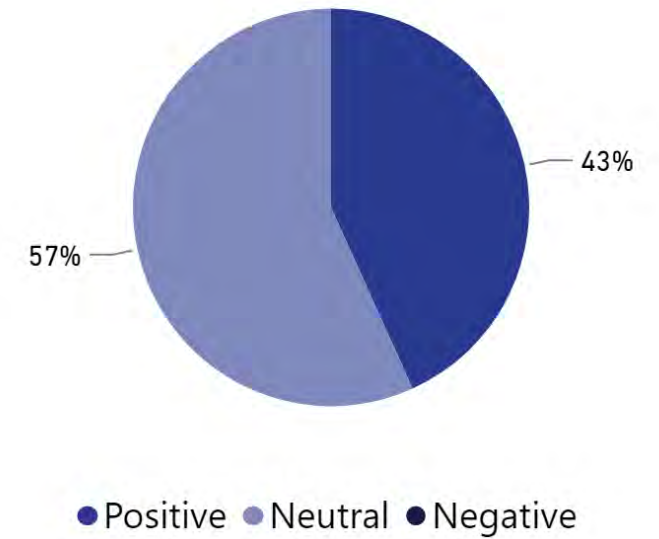


Chart 6.3C.1: News Tone for MDOT MPA

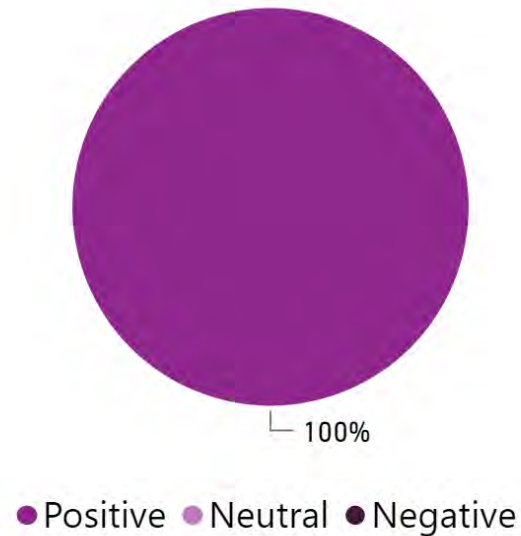
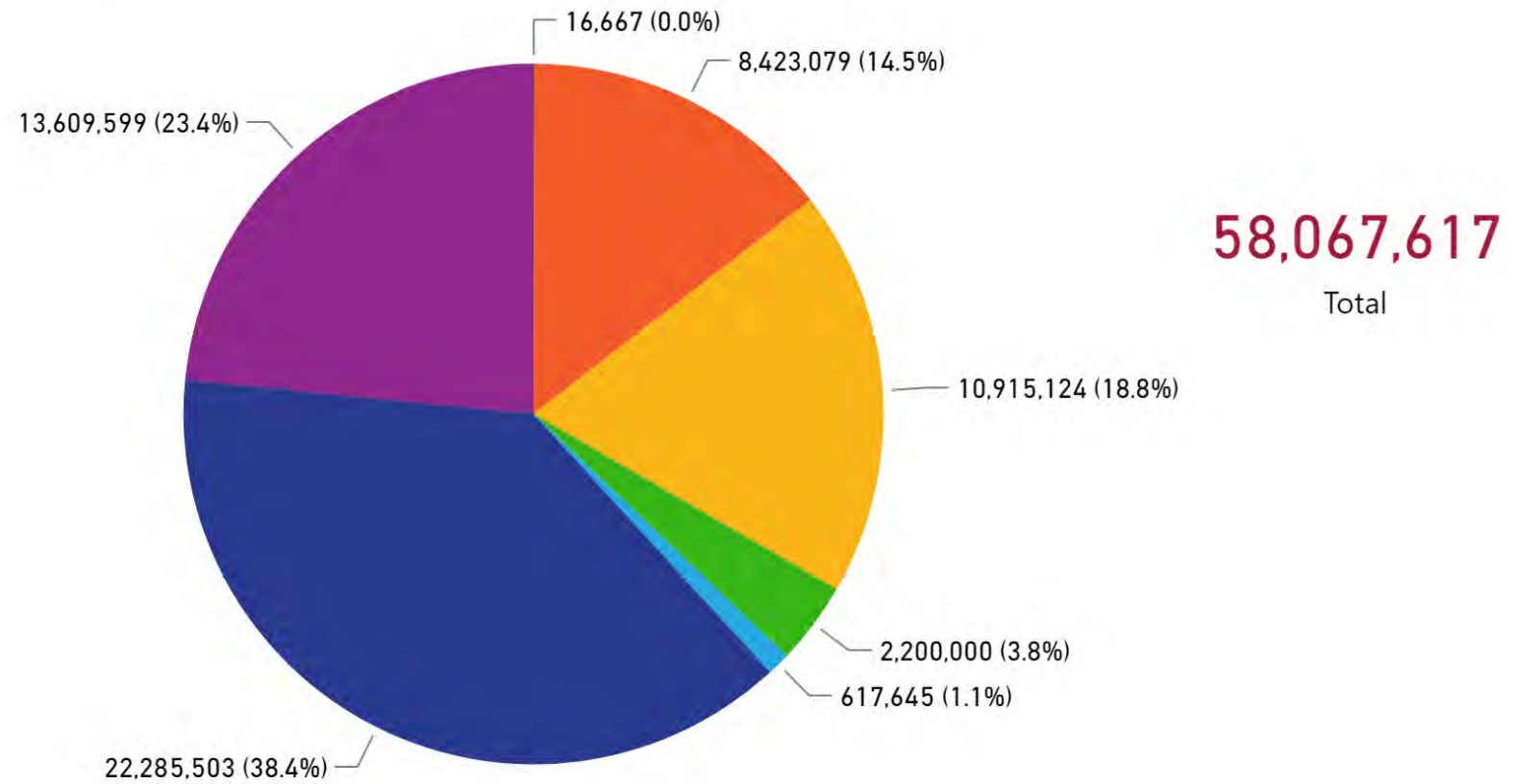


Chart 6.4A.1A: Reach of Proactive Pickups for Q3 2019

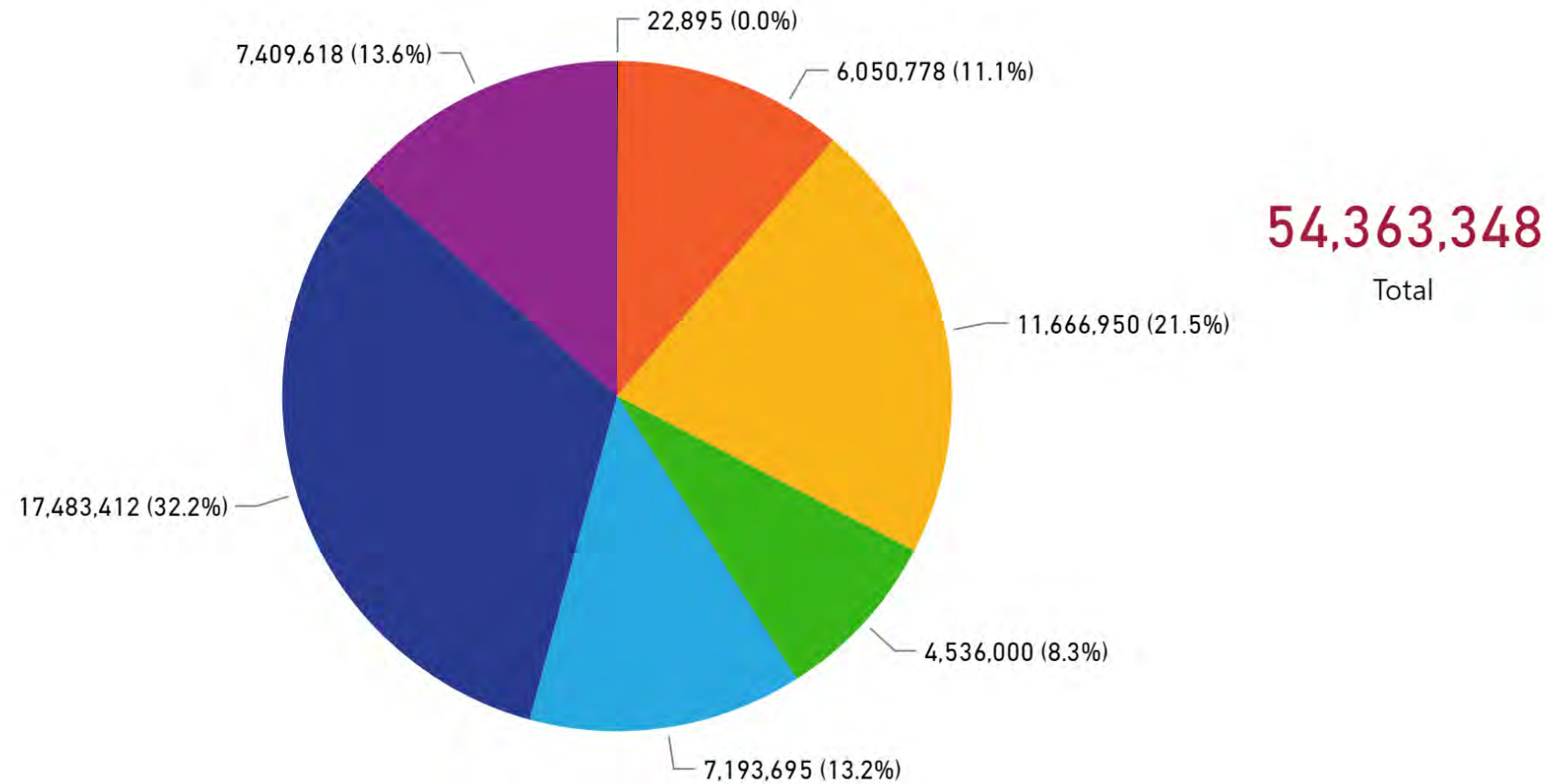


● MDOT TSO ● MDOT SHA ● MDTA ● MDOT MTA ● MDOT MVA ● MDOT MAA ● MDOT MPA

TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.4: Proactive Media

Chart 6.4A.1A: Reach of Proactive Pickups for Q4 2019

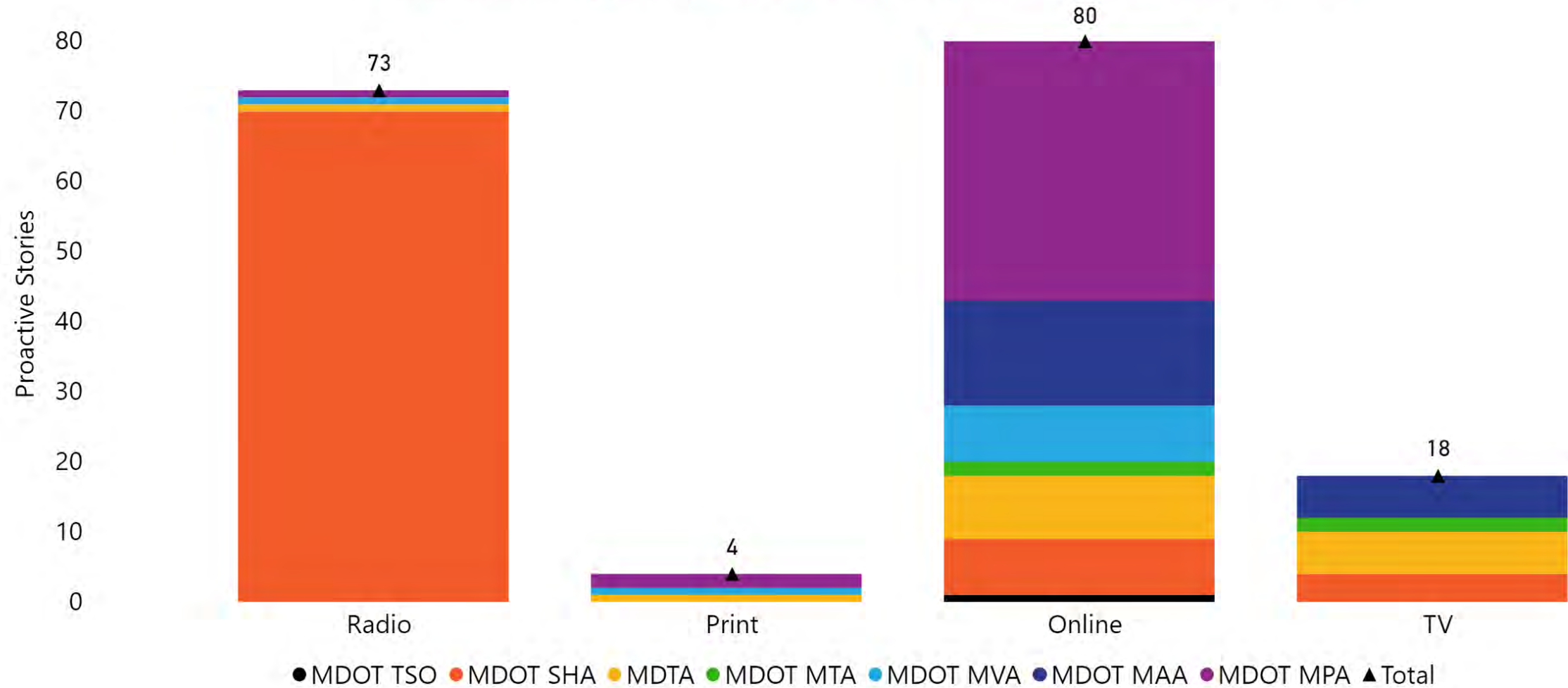


● MDOT TSO ● MDOT SHA ● MDTA ● MDOT MTA ● MDOT MVA ● MDOT MAA ● MDOT MPA

TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.4: Proactive Media

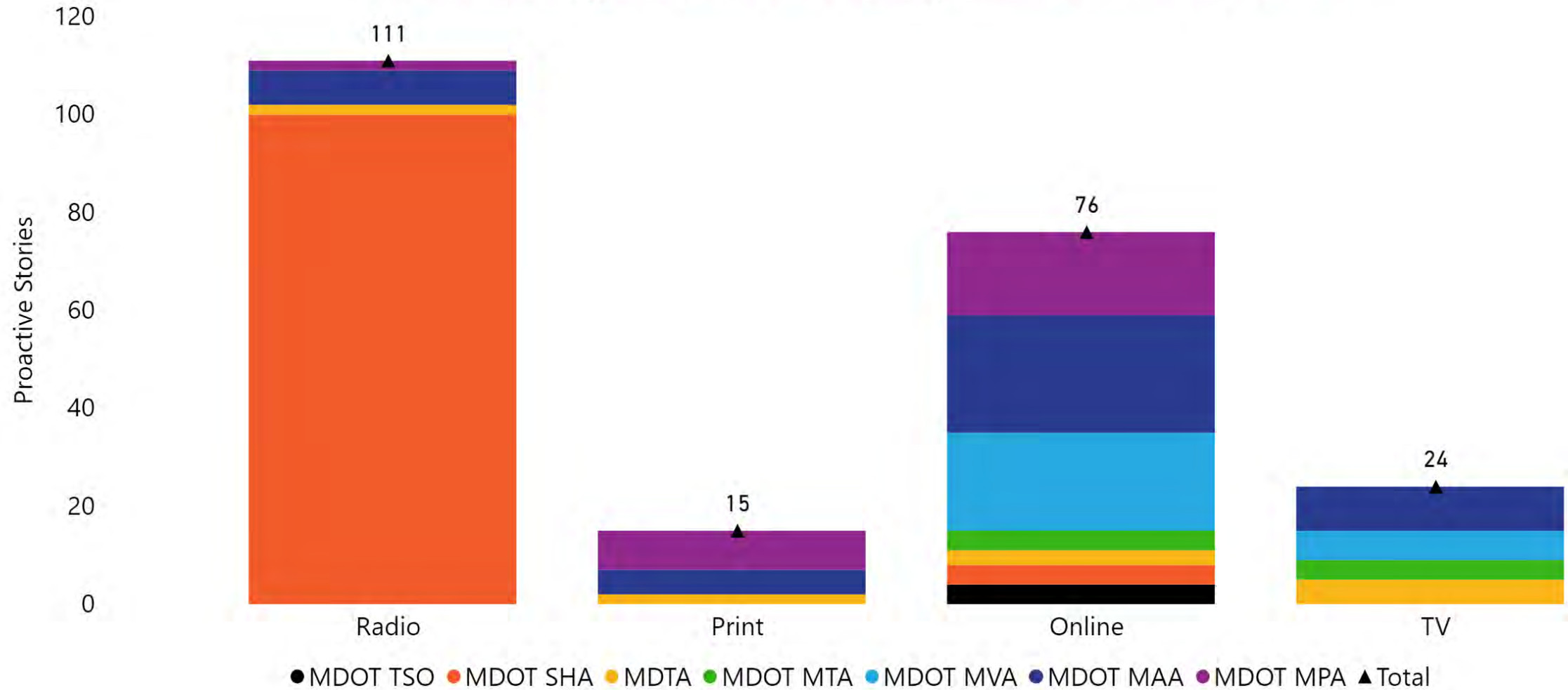
Chart 6.4A.2A: Type of Media that Picked Up Proactive Stories for Q3 2019



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.4: Proactive Media

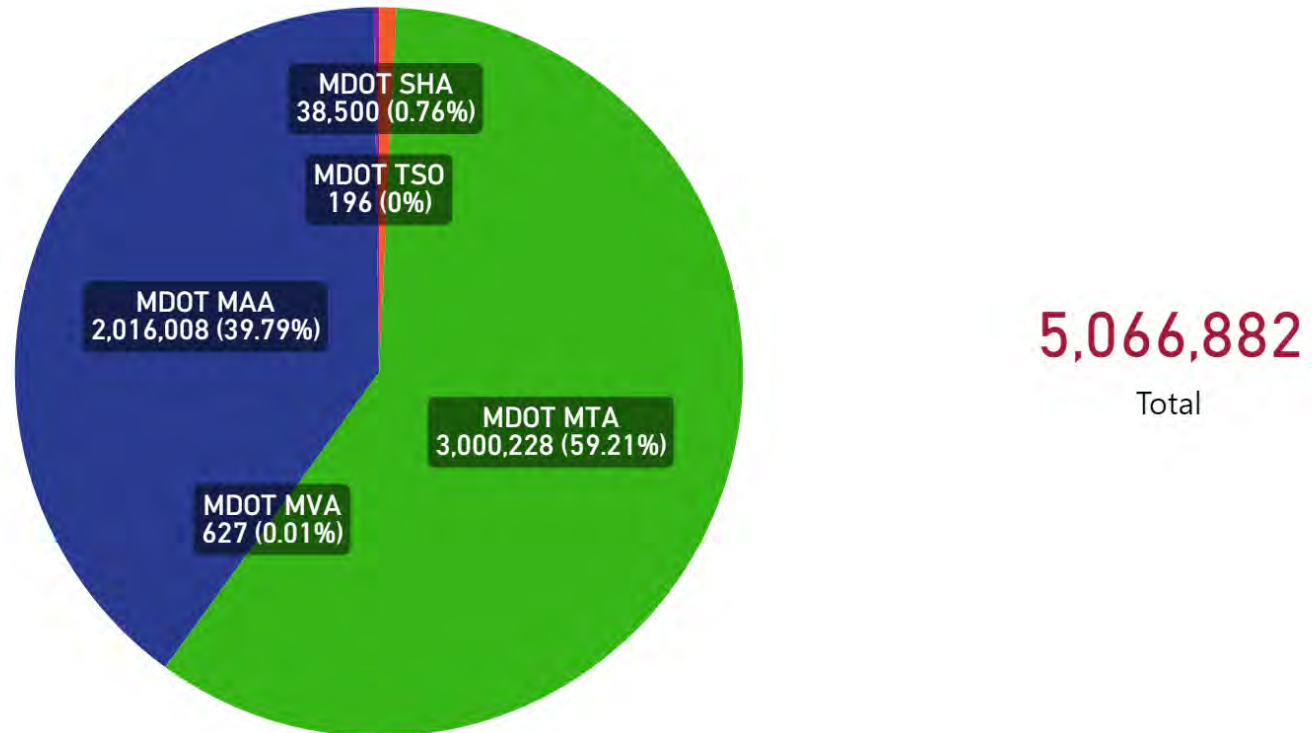
Chart 6.4A.2B: Type of Media that Picked Up Proactive Stories for Q4 2019



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

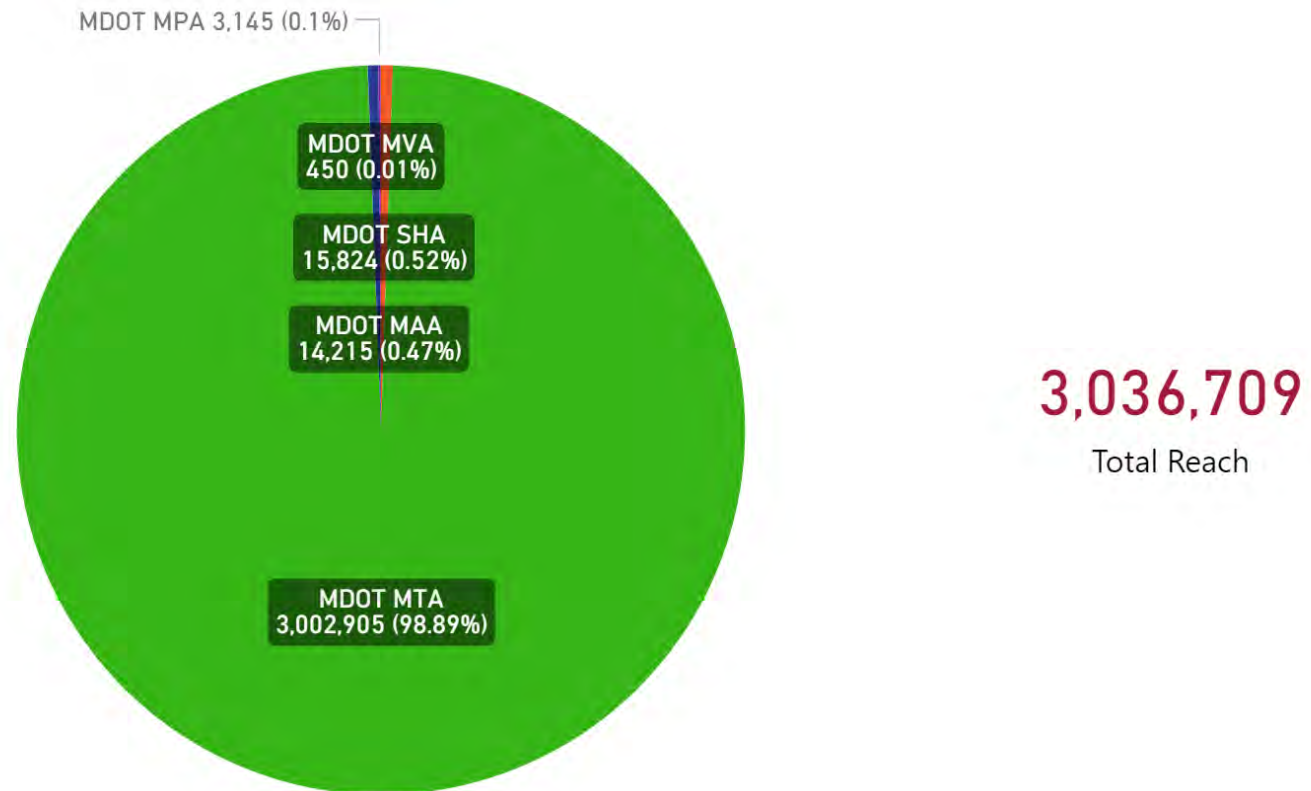
PM#6.4: Proactive Media

Chart 6.4B.1A: Reach for MDOT Produced Proactive Content for Q3 2019



● MDOT TSO ● MDOT SHA ● MDTA ● MDOT MTA ● MDOT MVA ● MDOT MAA ● MDOT MPA

Chart 6.4B.1B: Reach for MDOT Produced Proactive Content for Q4 2019

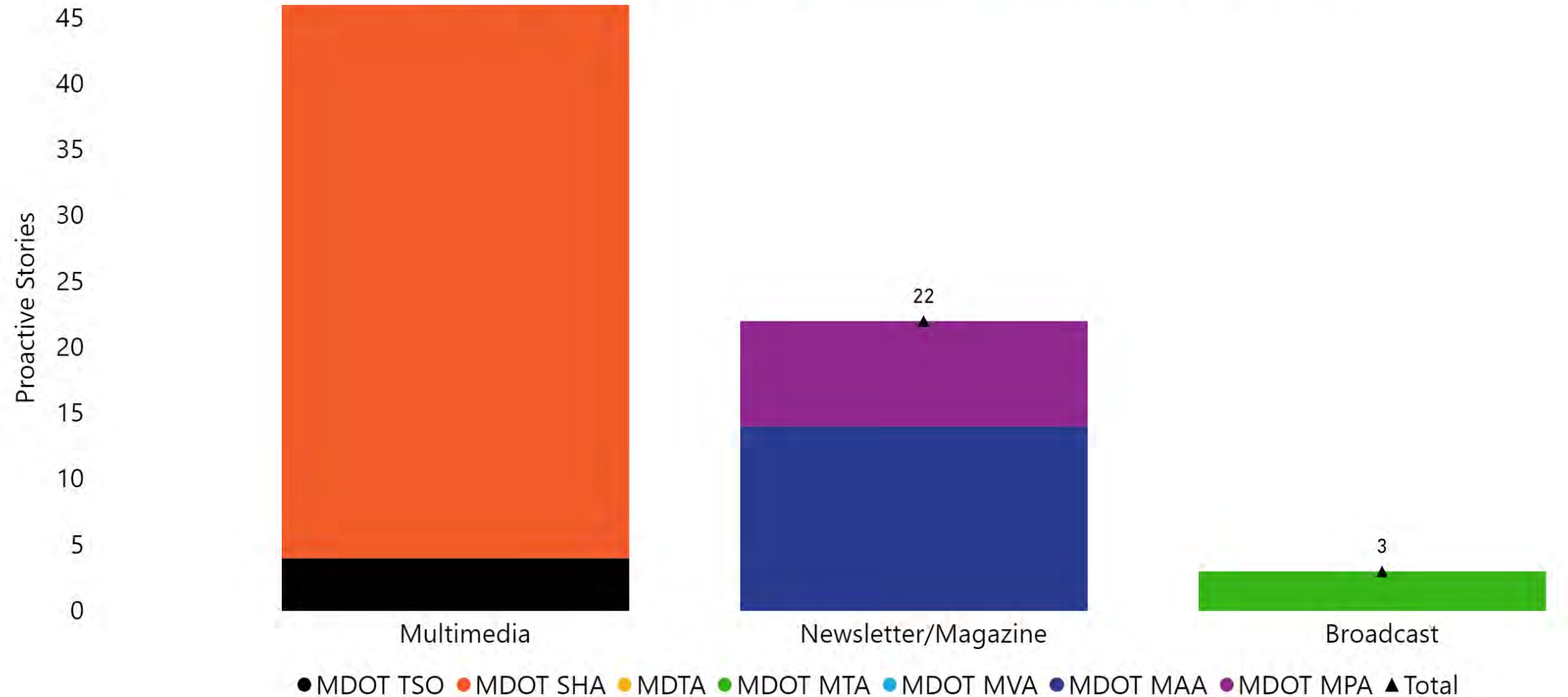


● MDOT SHA ● MDTA ● MDOT MTA ● MDOT MVA ● MDOT MAA ● MDOT MPA ● MDOT TSO

TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.4: Proactive Media

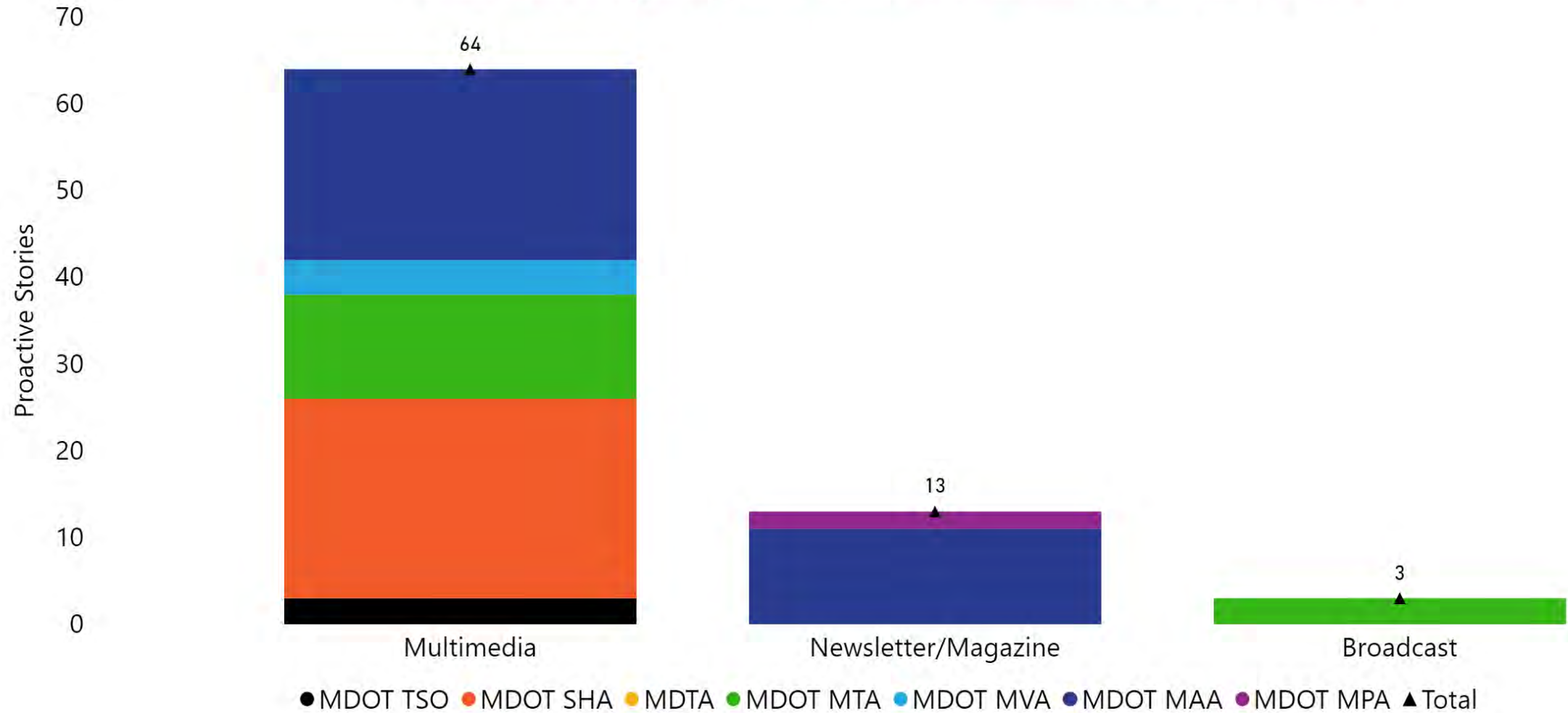
Chart 6.4B.2A: Type of MDOT Produced Proactive Content for Q3 2019



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.4: Proactive Media

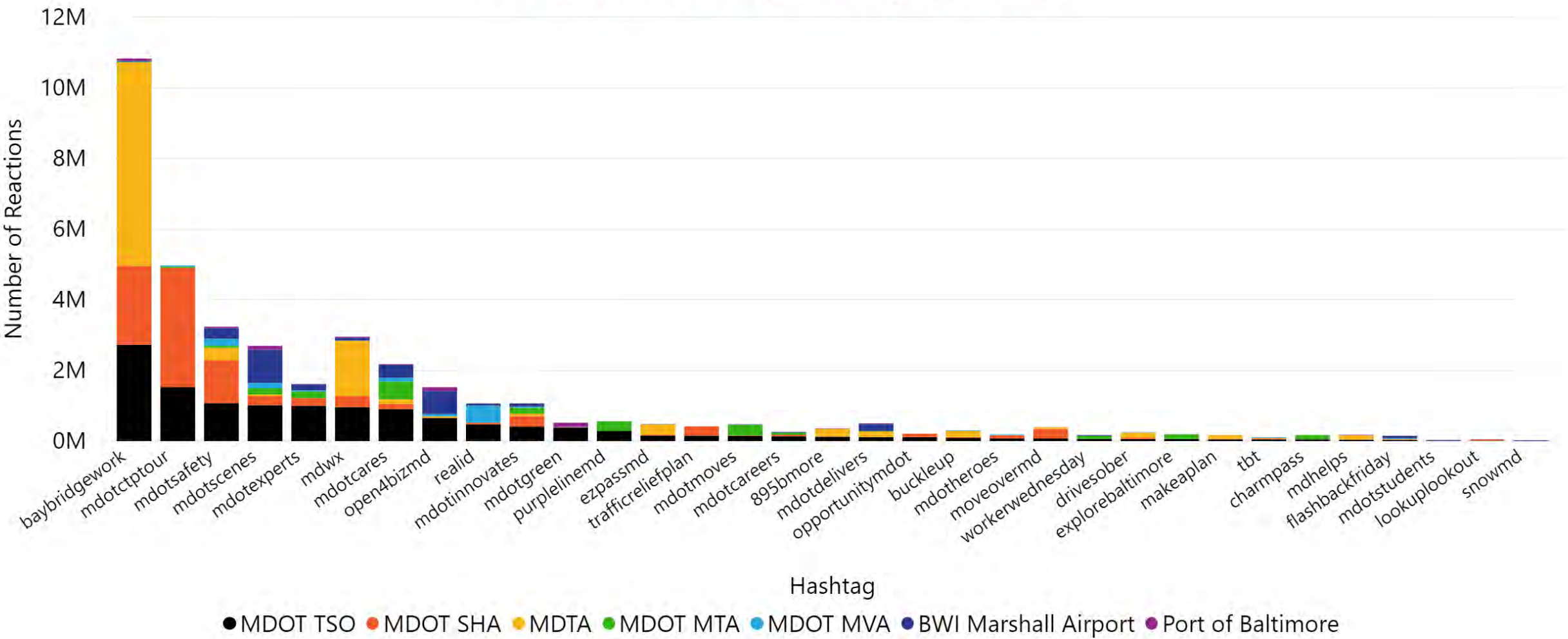
Chart 6.4B.2B: Type of MDOT Produced Proactive Content for Q4 2019



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.4: Proactive Media

Chart 6.4D.1 - Campaign Reach by TBU Q4 2019



TR#6: COMMUNICATE EFFECTIVELY WITH OUR CUSTOMERS

PM#6.4: Proactive Media

Chart 6.4D.2 - Campaign Reach by Emotion Q4 2019

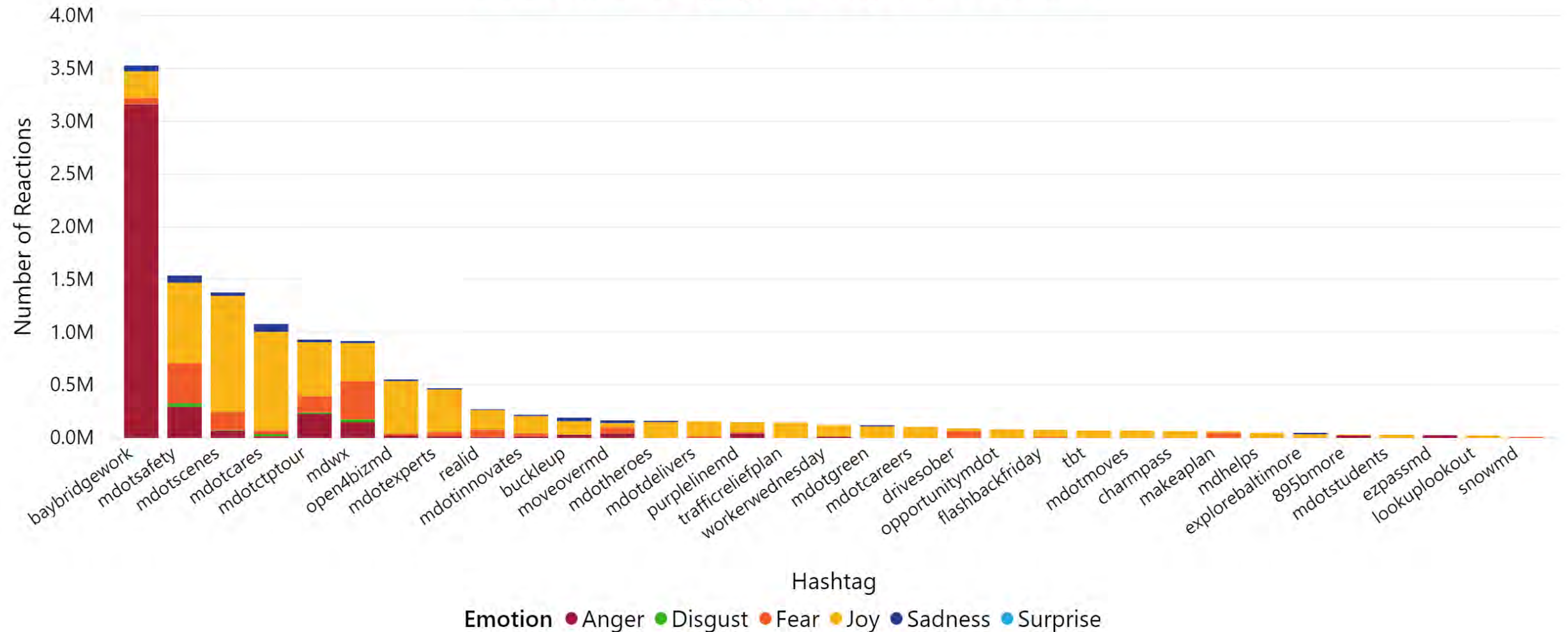


Chart 6.4D.3 - Campaigns by Emojis





PRESENTING:

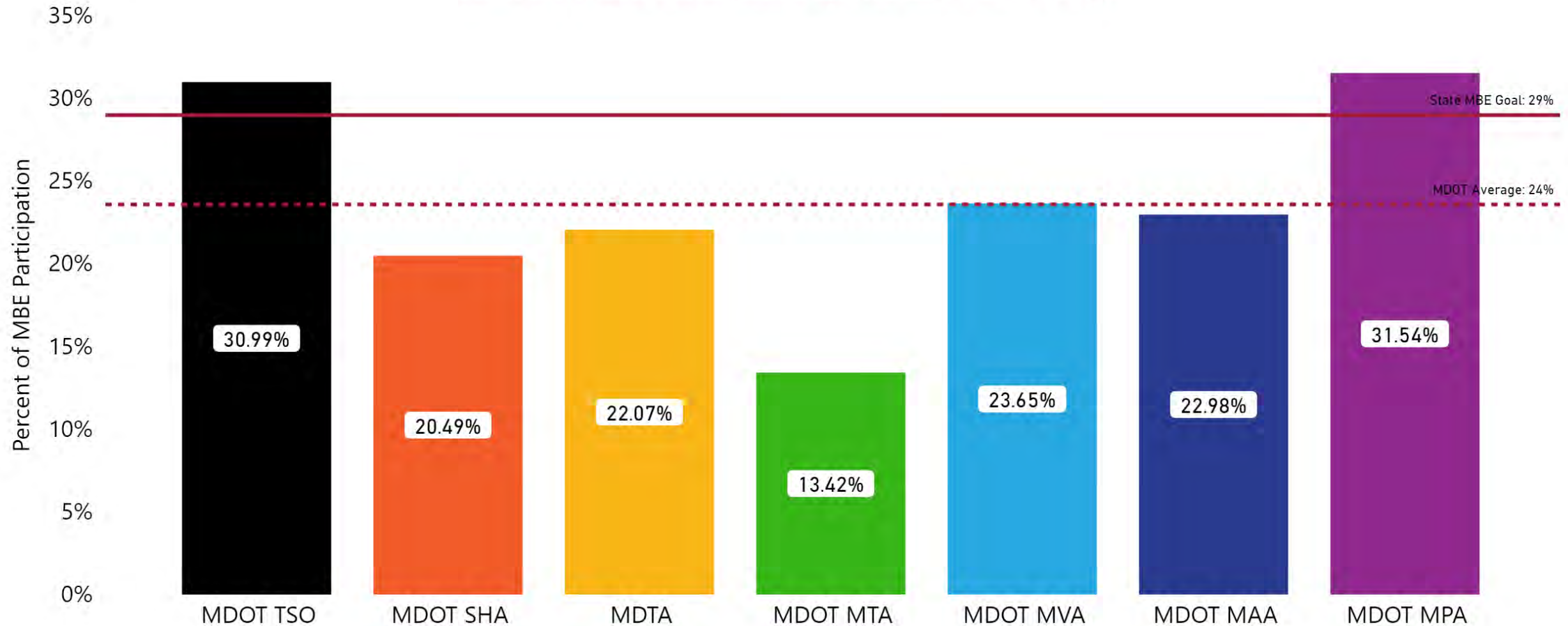
BE FAIR AND REASONABLE TO OUR PARTNERS

TANGIBLE RESULT #7

TR#7: BE FAIR AND REASONABLE TO OUR PARTNERS

PM#7.1: Percent of MBE Participation Achieved by TBU

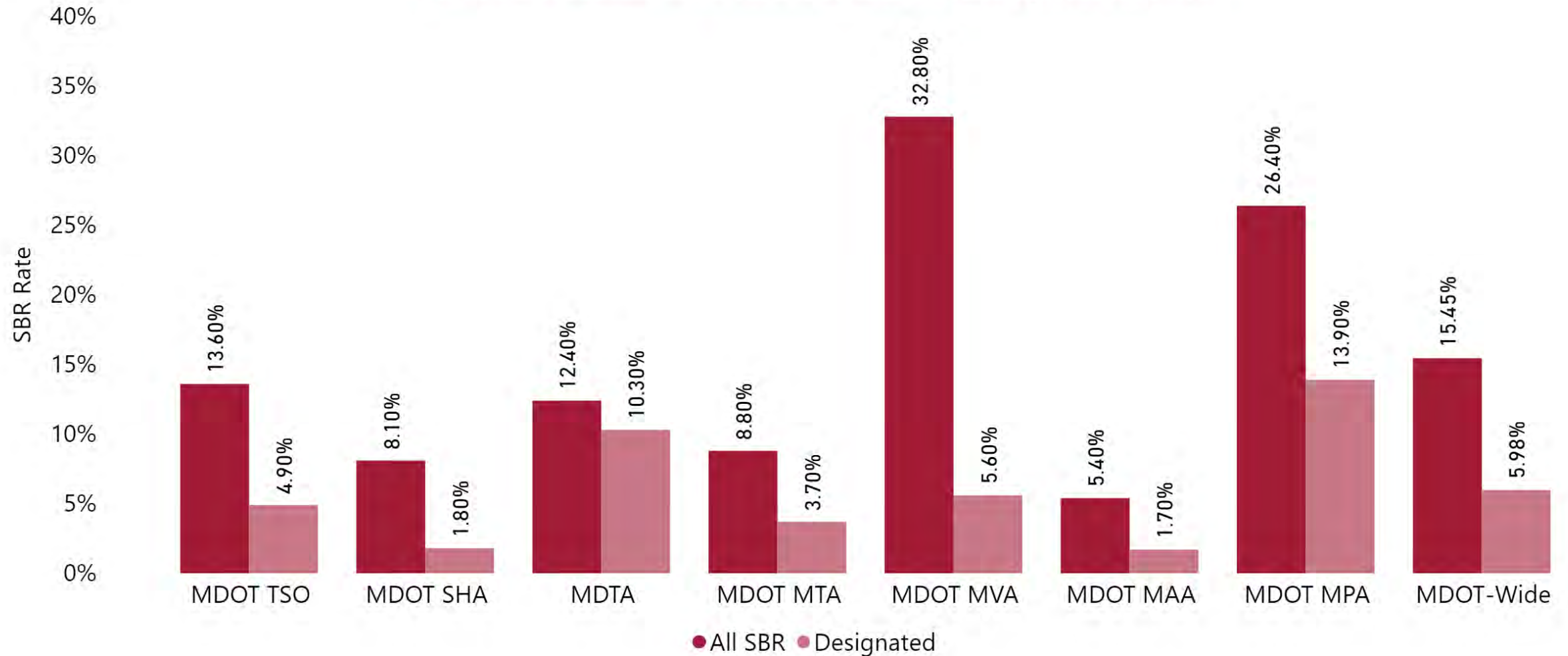
Chart 7.1.1: MBE Participation by TBU for FY 2020 (YTD)



TR#7: BE FAIR AND REASONABLE TO OUR PARTNERS

PM#7.2: Percent of Payments Awarded to Small Business Reserve (SBR) Contracts

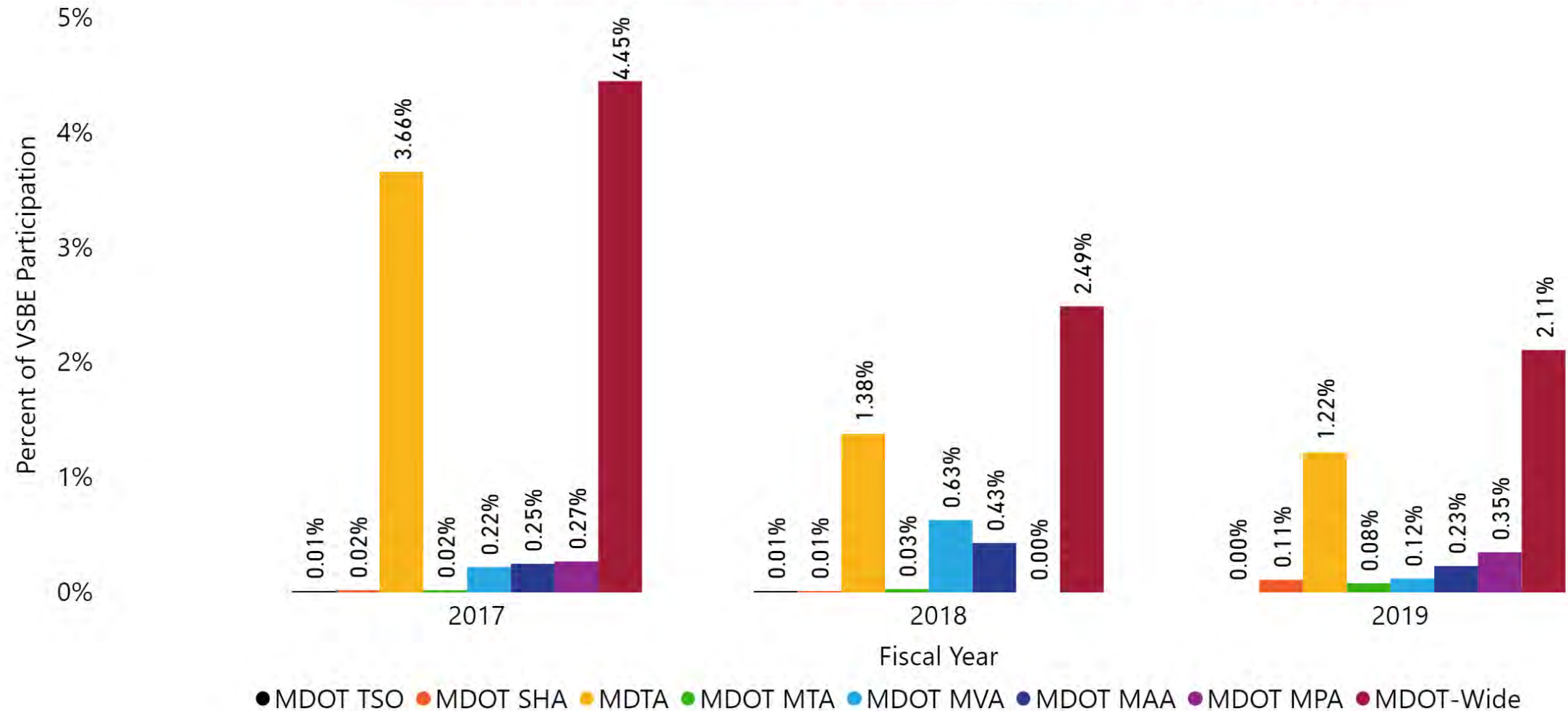
Chart 7.2.1: Annual Small Business Reserve Rate by TBU for 2019



TR#7: BE FAIR AND REASONABLE TO OUR PARTNERS

PM#7.3: Percent of VSBE Participation

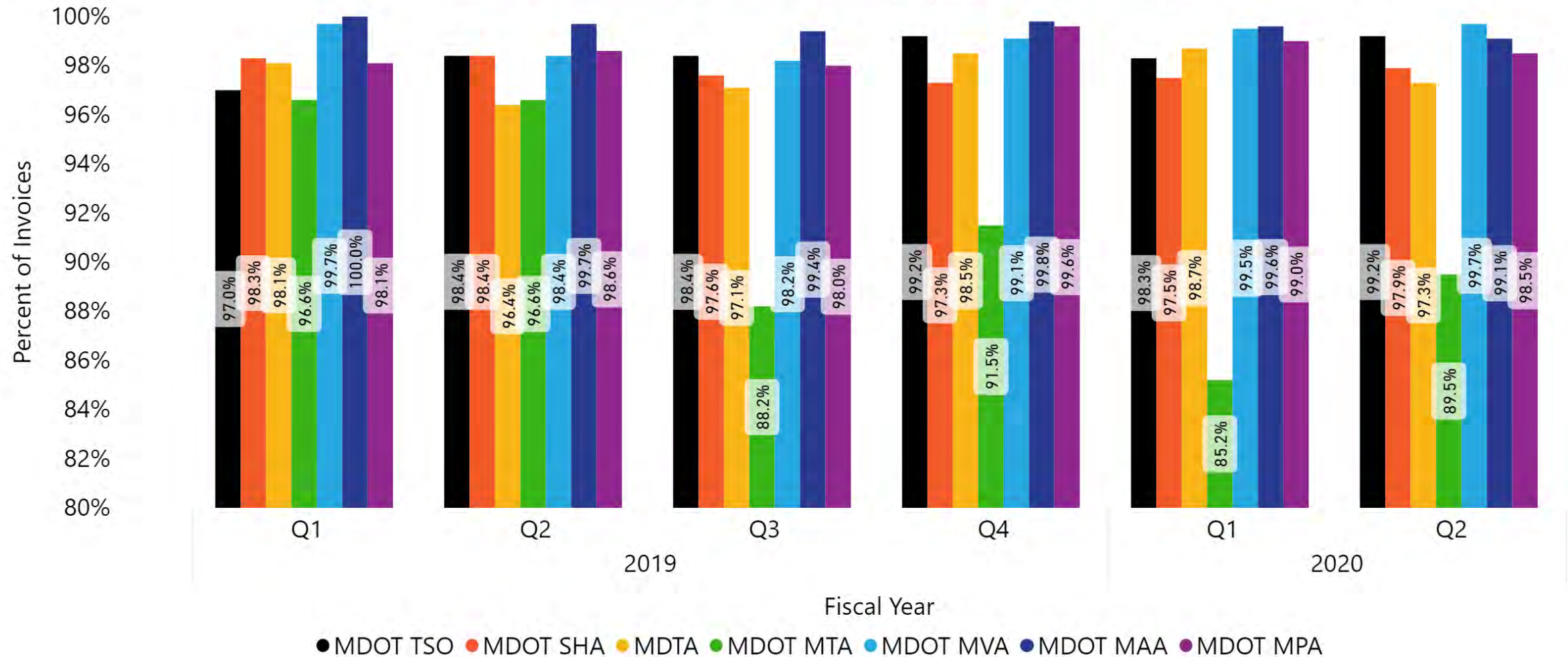
Chart 7.3.1: Veteran-Owned Small Business Enterprise Participation by TBU



TR#7: BE FAIR AND REASONABLE TO OUR PARTNERS

PM#7.5: Invoices Properly Paid to Our Partners in Compliance with State Requirements

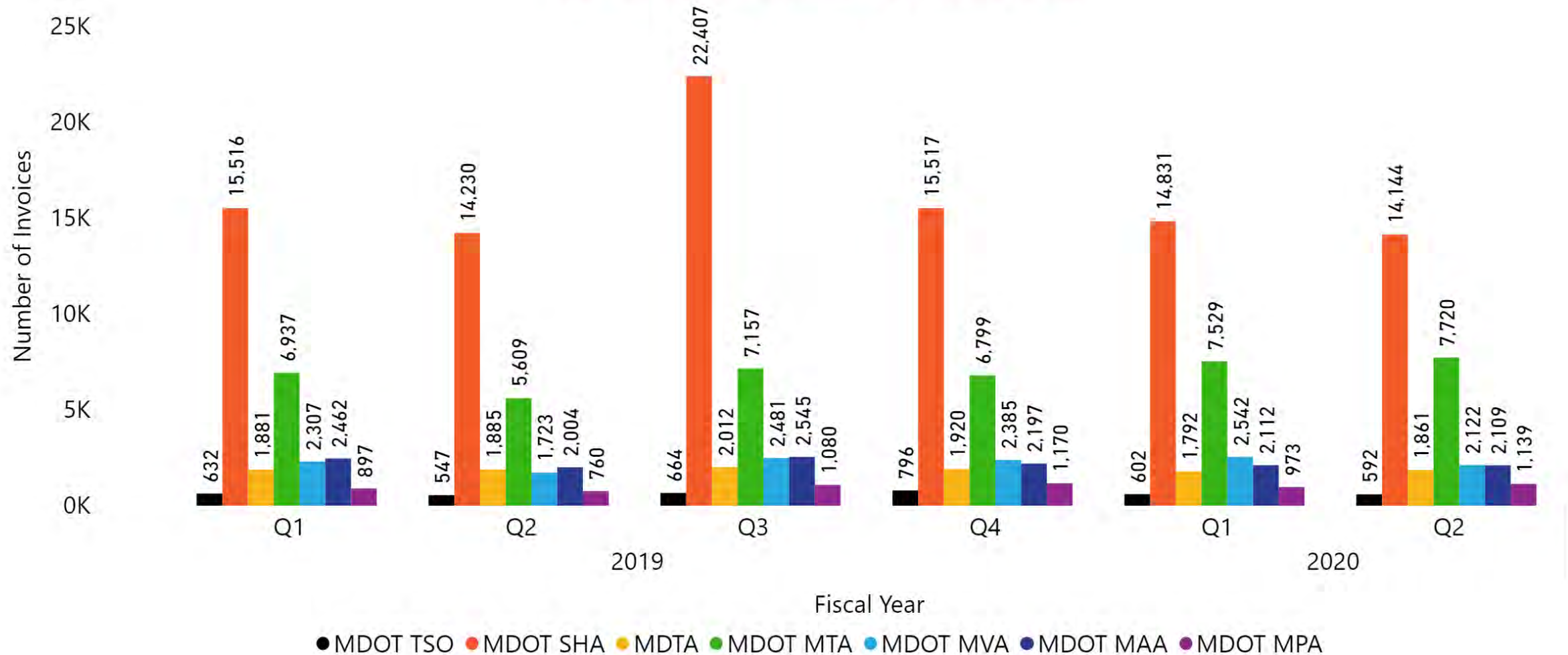
Chart 7.5.1: Percent of Invoices Properly Paid within 30 Days



TR#7: BE FAIR AND REASONABLE TO OUR PARTNERS

PM#7.5: Invoices Properly Paid to Our Partners in Compliance with State Requirements

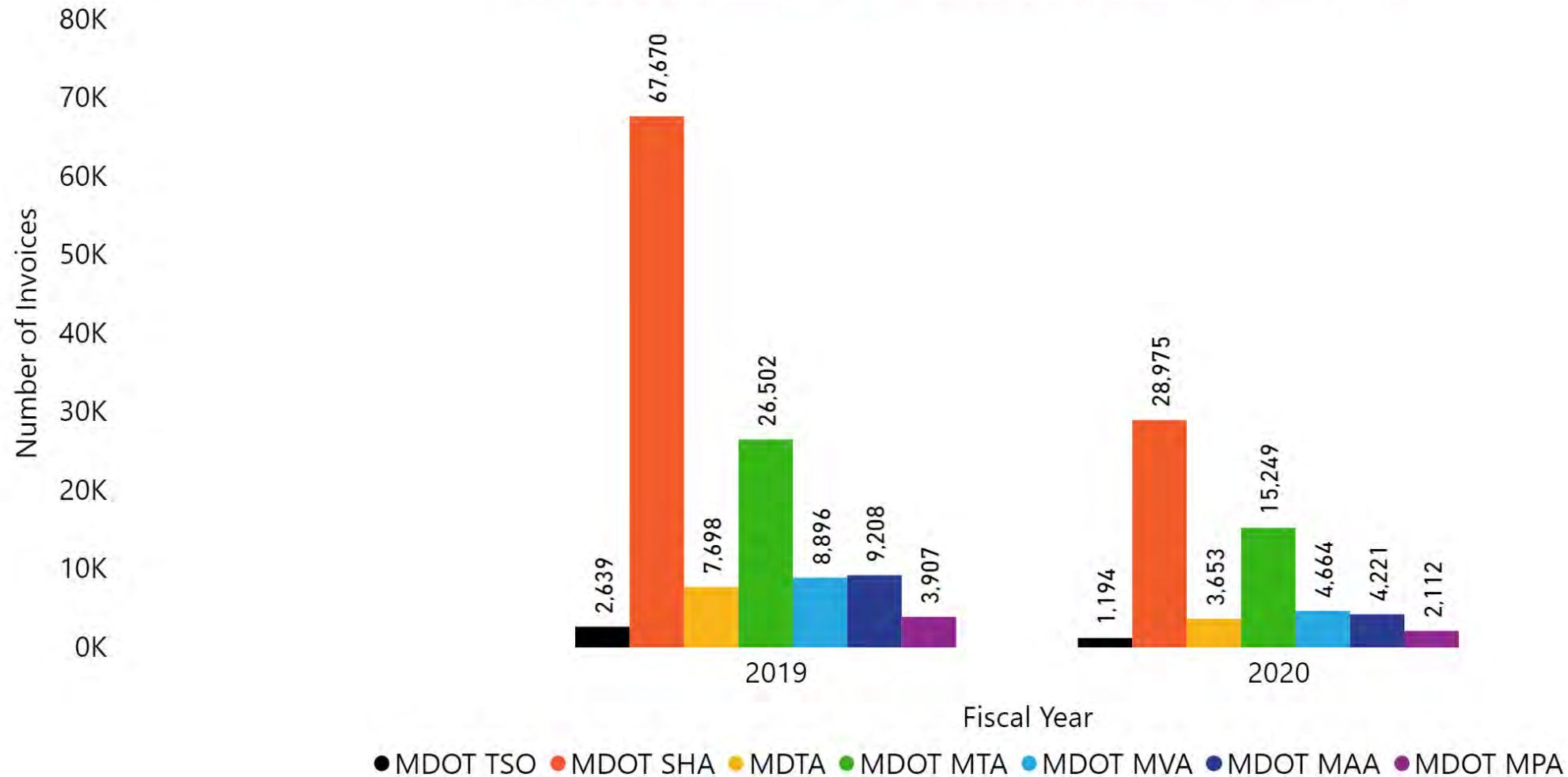
Chart 7.5.2: Total Number of Invoices Paid



TR#7: BE FAIR AND REASONABLE TO OUR PARTNERS

PM#7.5: Invoices Properly Paid to Our Partners in Compliance with State Requirements

Chart 7.5.3: Total Number of Invoices by TBU 2019-2020 (YTD)



TR#7: BE FAIR AND REASONABLE TO OUR PARTNERS

PM#7.6: MDOT Procurement Protests Filed and Upheld by the Board of Contract Appeals

Chart 7.6.1: Running Twelve Month Procurement Protests by Quarter

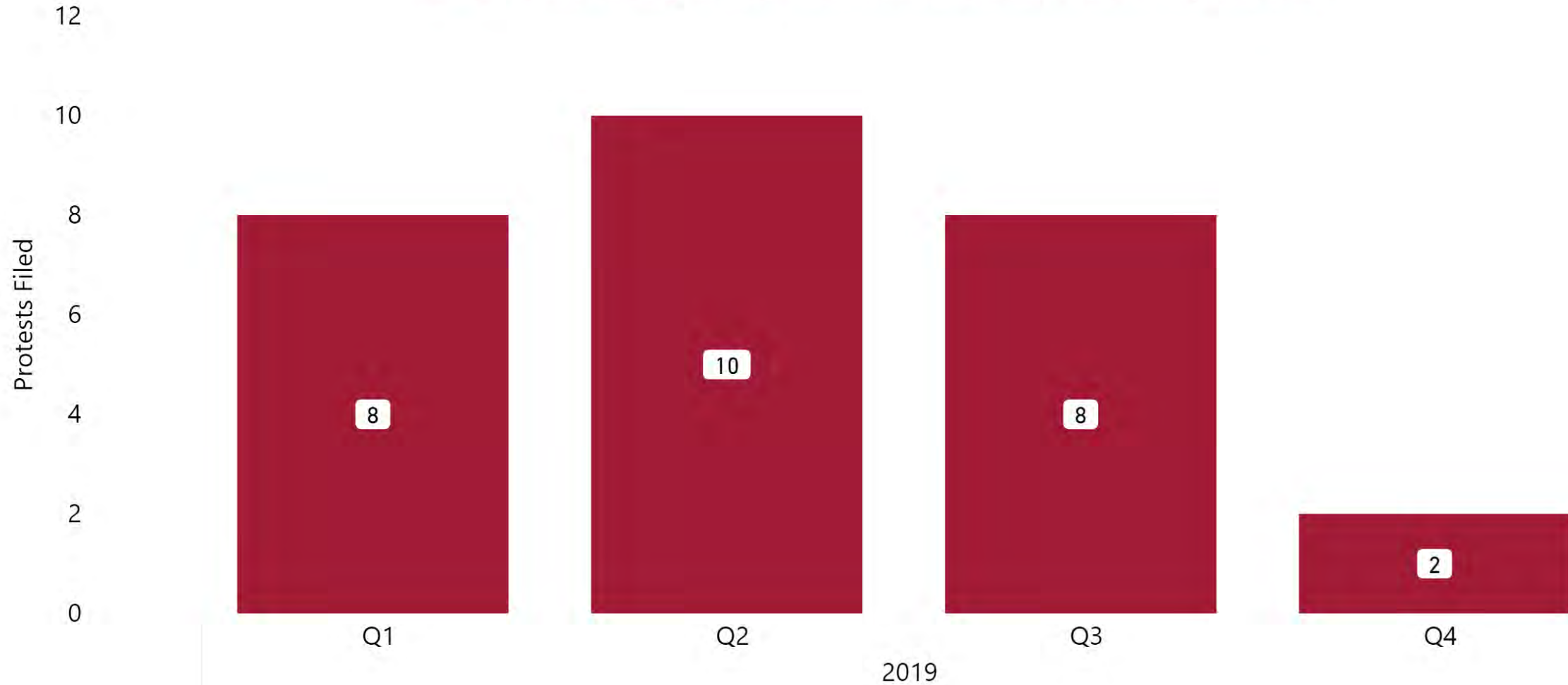
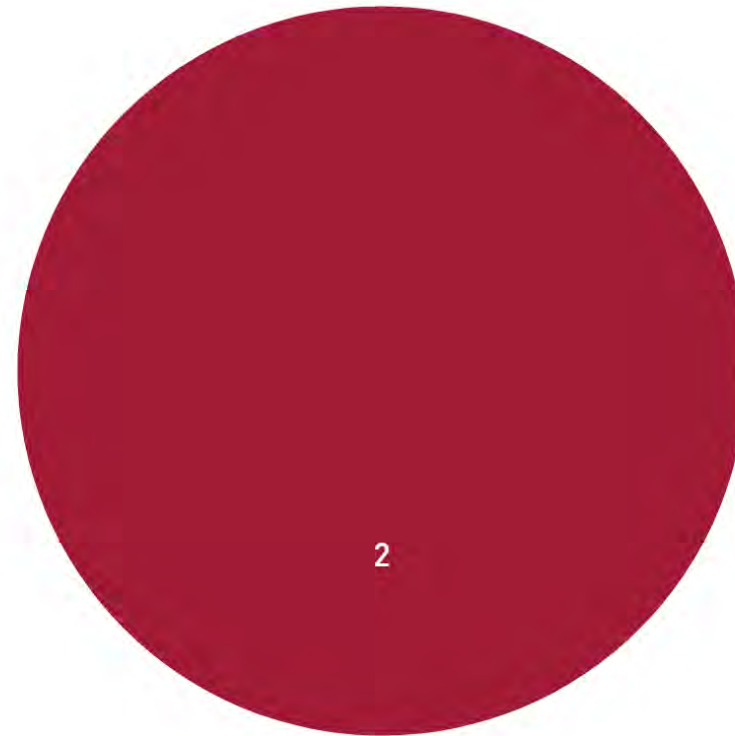
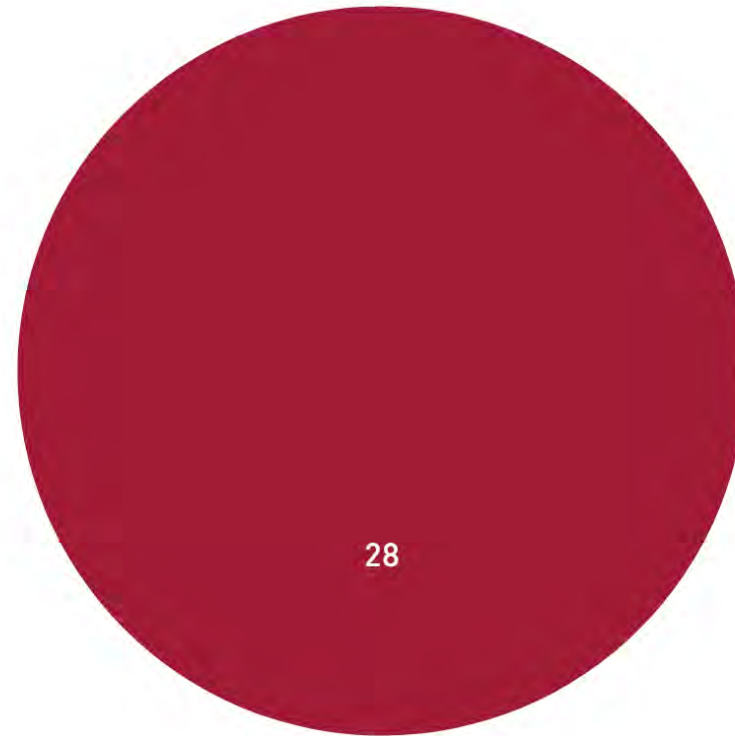


Chart 7.6.2: Protests Appealed/Not Appealed for Q4 2019



● Protests Appealed ● Protests Not Appealed

Chart 7.6.3: Protests Won/Pending/Lost 2019



● Won ● Pending ● Lost



PRESENTING:

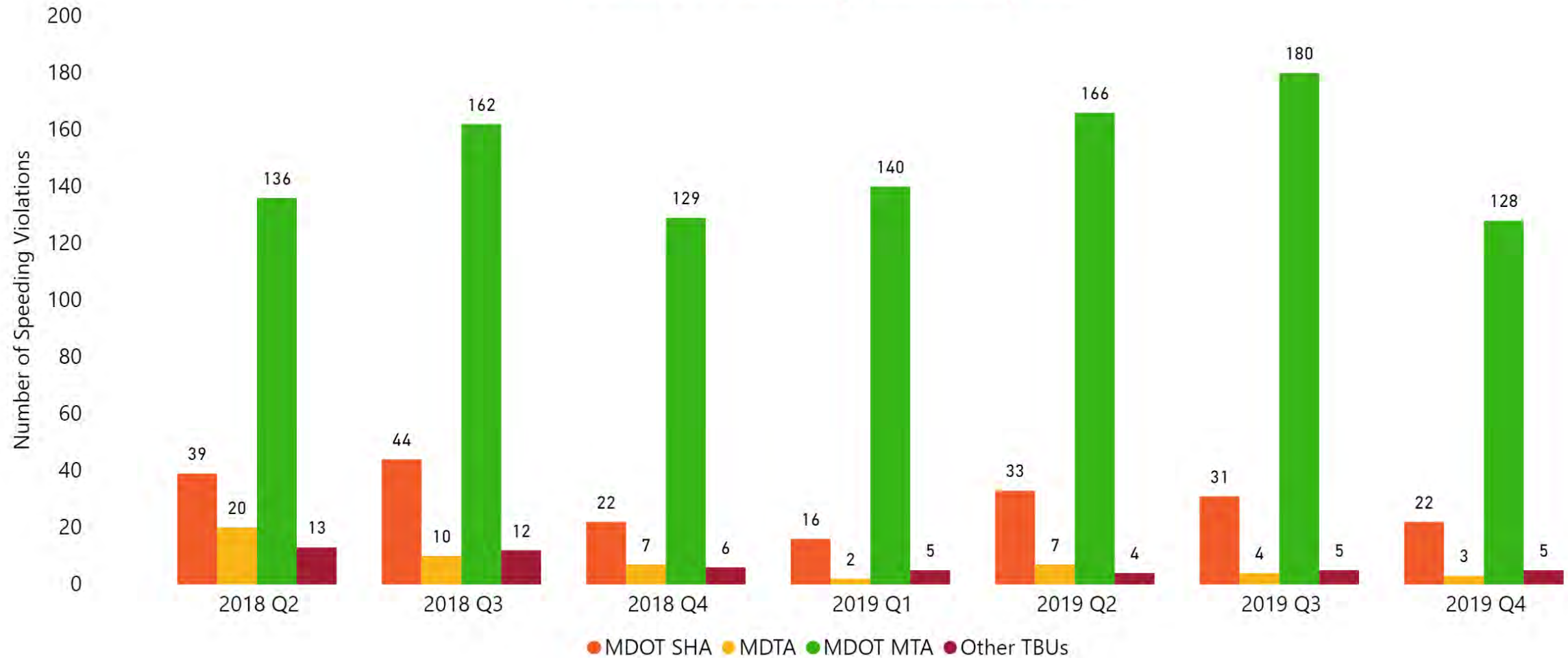
BE A GOOD NEIGHBOR

TANGIBLE RESULT #8

TR#8: BE A GOOD NEIGHBOR

PM#8.3: Number of Traffic Violations While Driving a State Vehicle

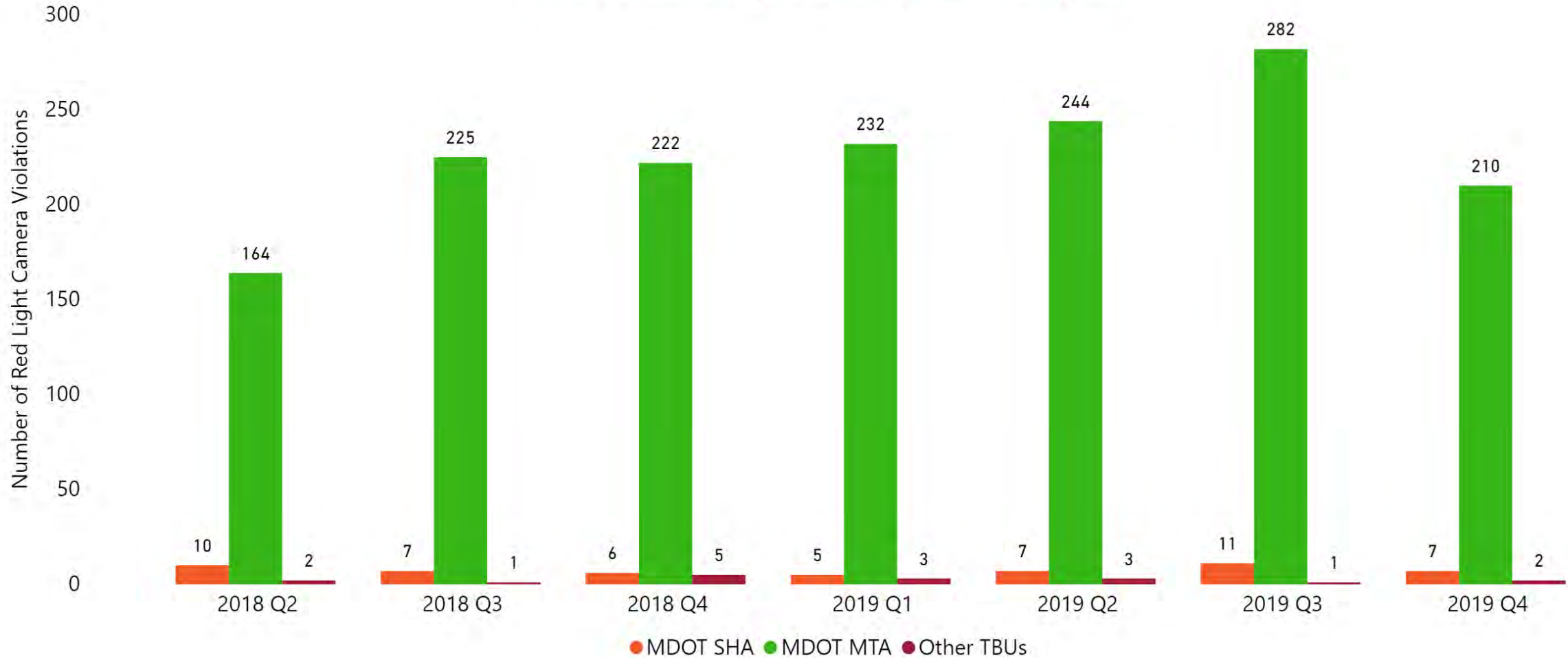
Chart 8.3.1: Speeding Violations by TBU



TR#8: BE A GOOD NEIGHBOR

PM#8.3: Number of Traffic Violations While Driving a State Vehicle

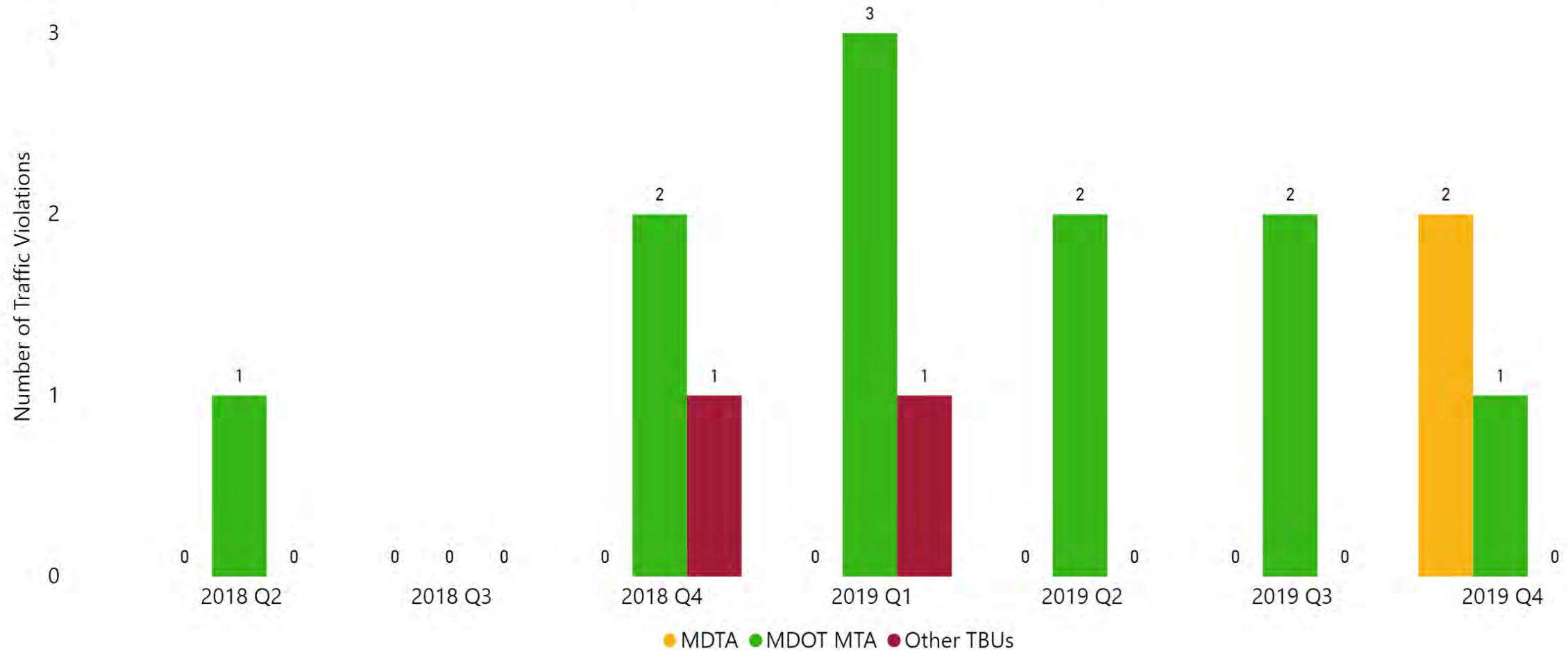
Chart 8.3.2: Red Light Camera Violations by TBU



TR#8: BE A GOOD NEIGHBOR

PM#8.3: Number of Traffic Violations While Driving a State Vehicle

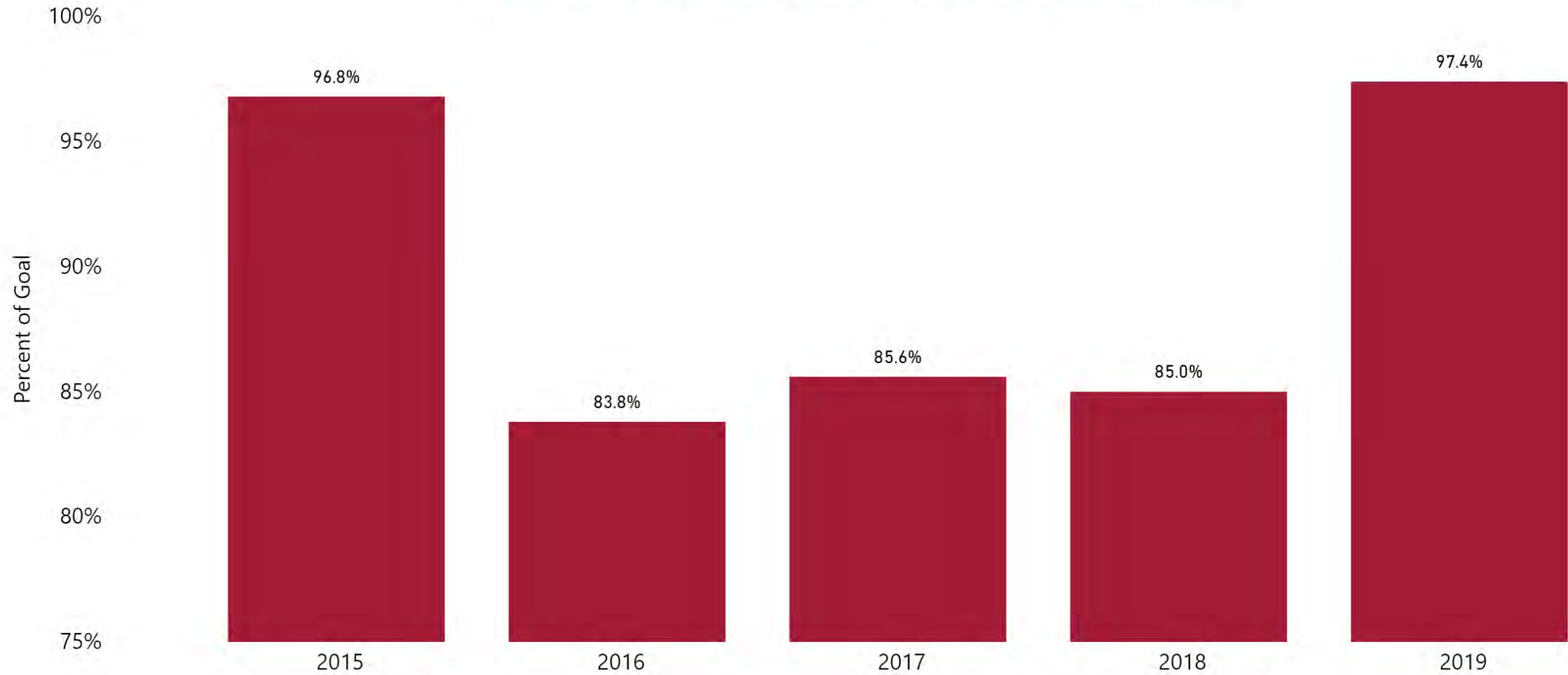
Chart 8.3.3: All Other Traffic Violations by TBU



TR#8: BE A GOOD NEIGHBOR

PM#8.4: Charity Campaign Participation

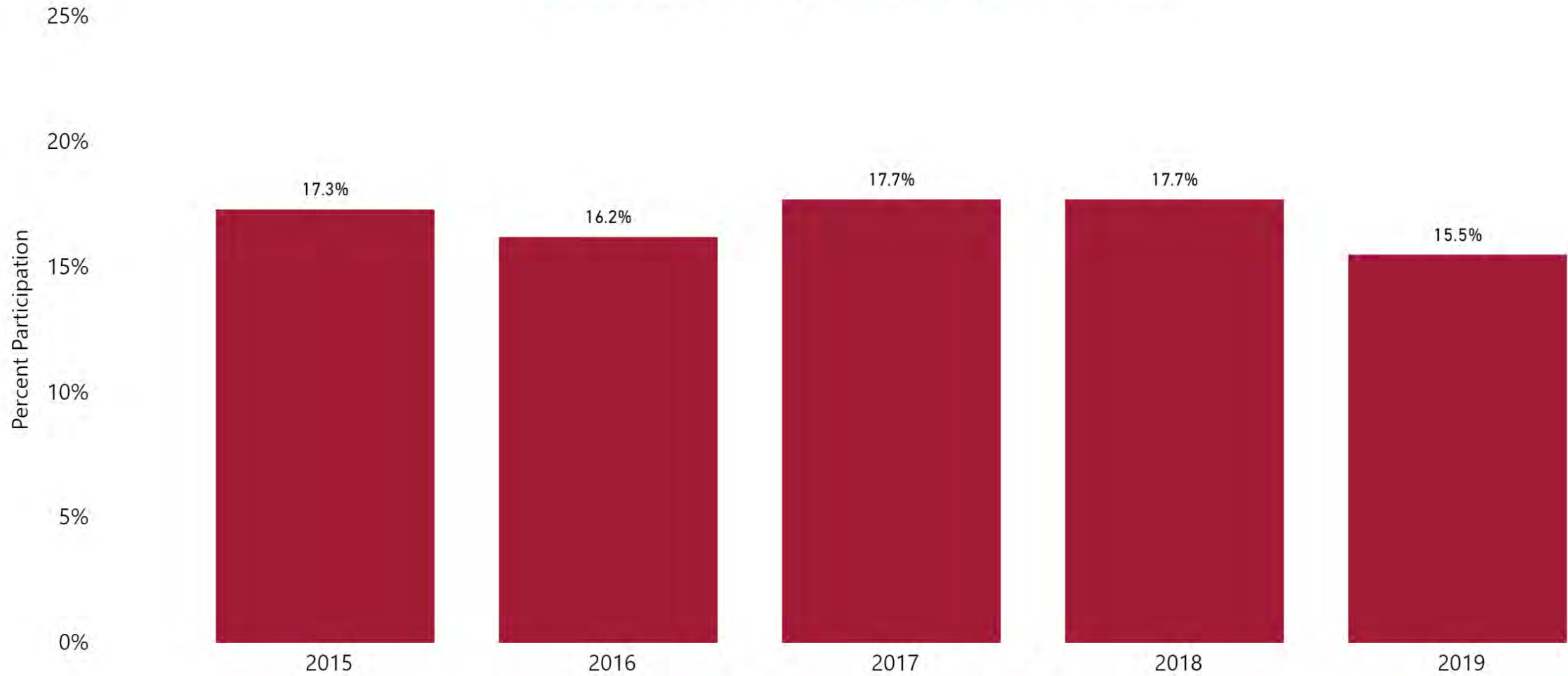
Chart 8.4.1: MDOT-Wide Percent of Charitable Goal Raised



TR#8: BE A GOOD NEIGHBOR

PM#8.4: Charity Campaign Participation

Chart 8.4.2: MDOT-Wide Percent of Participation





PRESENTING:

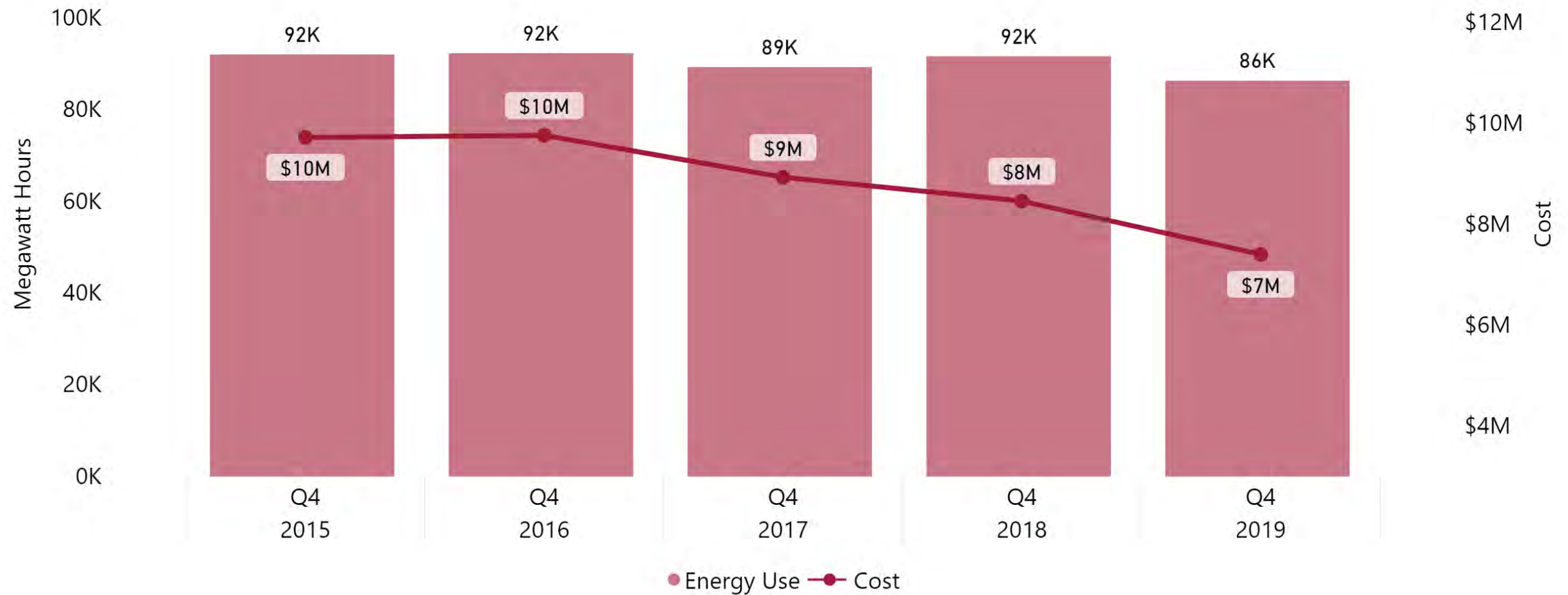
BE A GOOD STEWARD OF OUR ENVIRONMENT

TANGIBLE RESULT #9

TR#9: BE A GOOD STEWARD OF OUR ENVIRONMENT

PM#9.3: Energy Management

Chart 9.3C.1: Total MDOT Utility Generated Electricity Use & Cost



TR#9: BE A GOOD STEWARD OF OUR ENVIRONMENT

PM#9.3: Energy Management

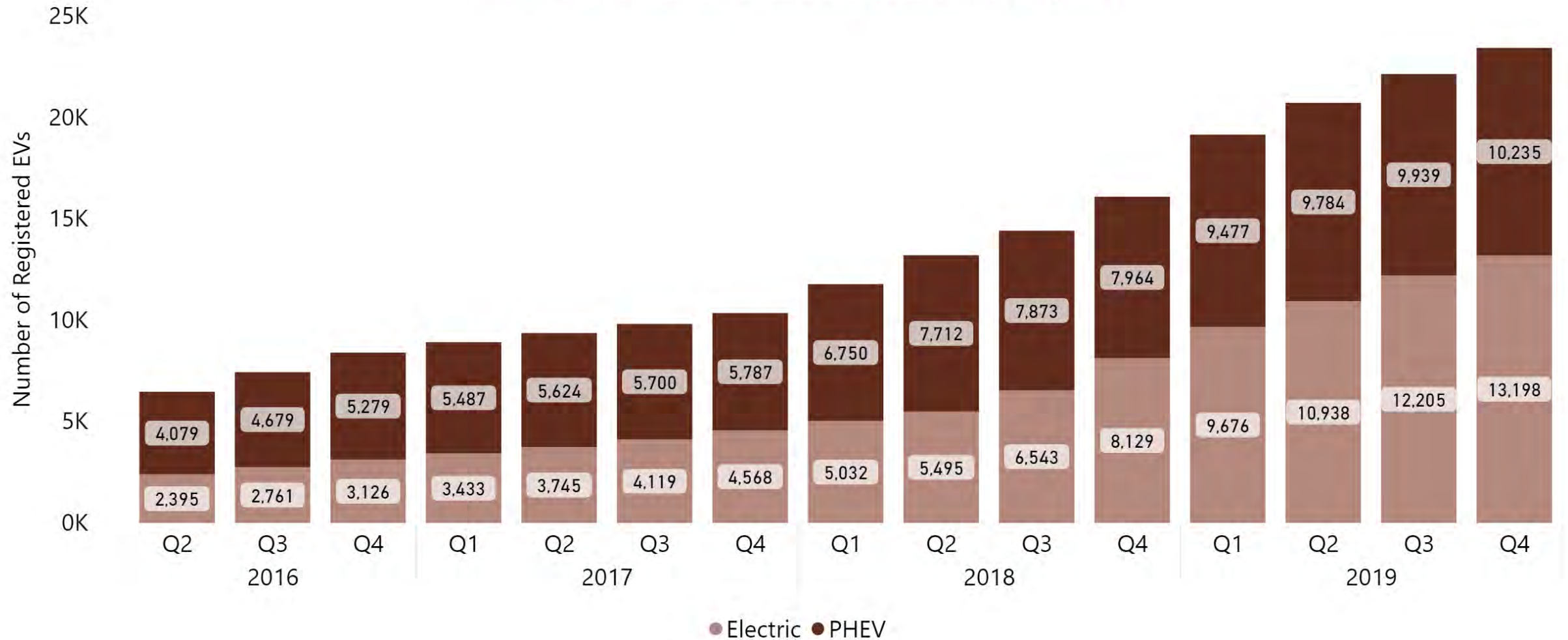
Chart 9.3D.1: Total MDOT Renewable Energy Generation



TR#9: BE A GOOD STEWARD OF OUR ENVIRONMENT

PM#9.4: Air Quality

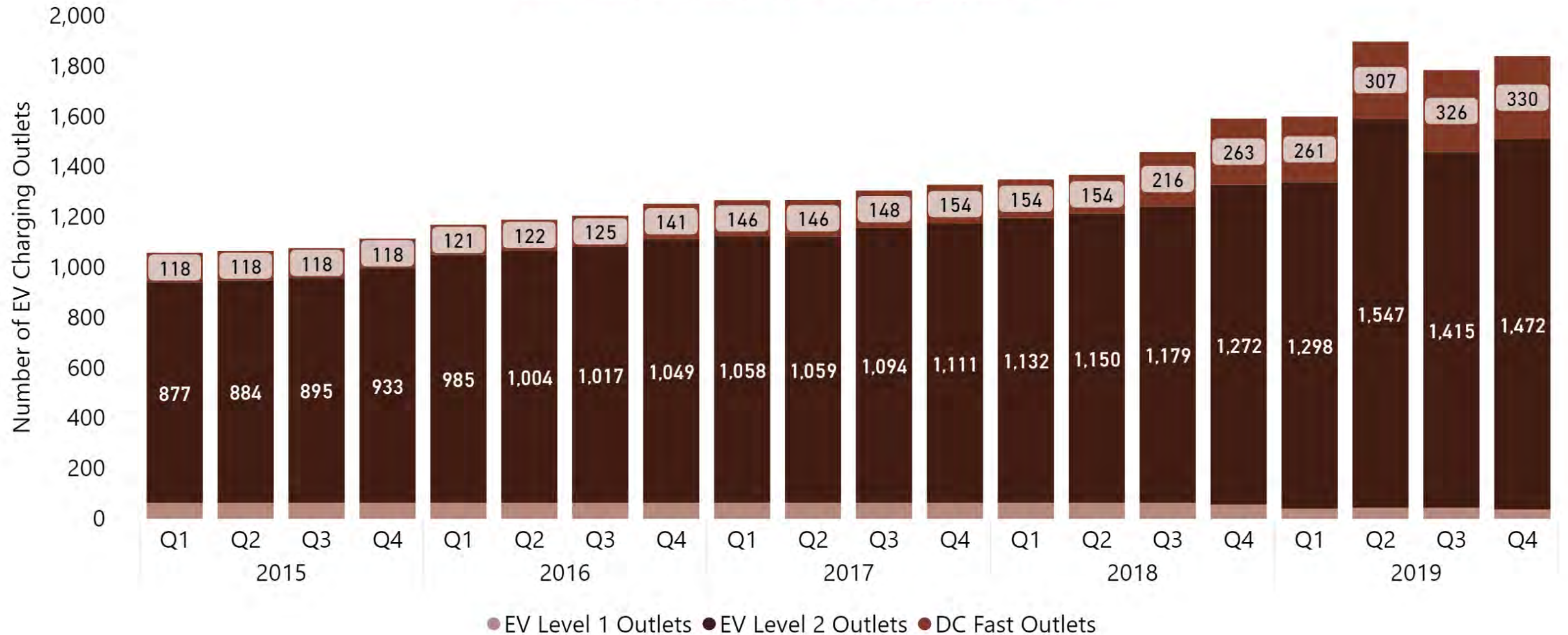
Chart 9.4A.1: Electric Vehicles Registered in Maryland



TR#9: BE A GOOD STEWARD OF OUR ENVIRONMENT

PM#9.4: Air Quality

Chart 9.4A.2: Electric Vehicle Charging Outlets



TR#9: BE A GOOD STEWARD OF OUR ENVIRONMENT

PM#9.4: Air Quality

Chart 9.4B.2: CO2e Emissions from Electricity Use





PRESENTING:

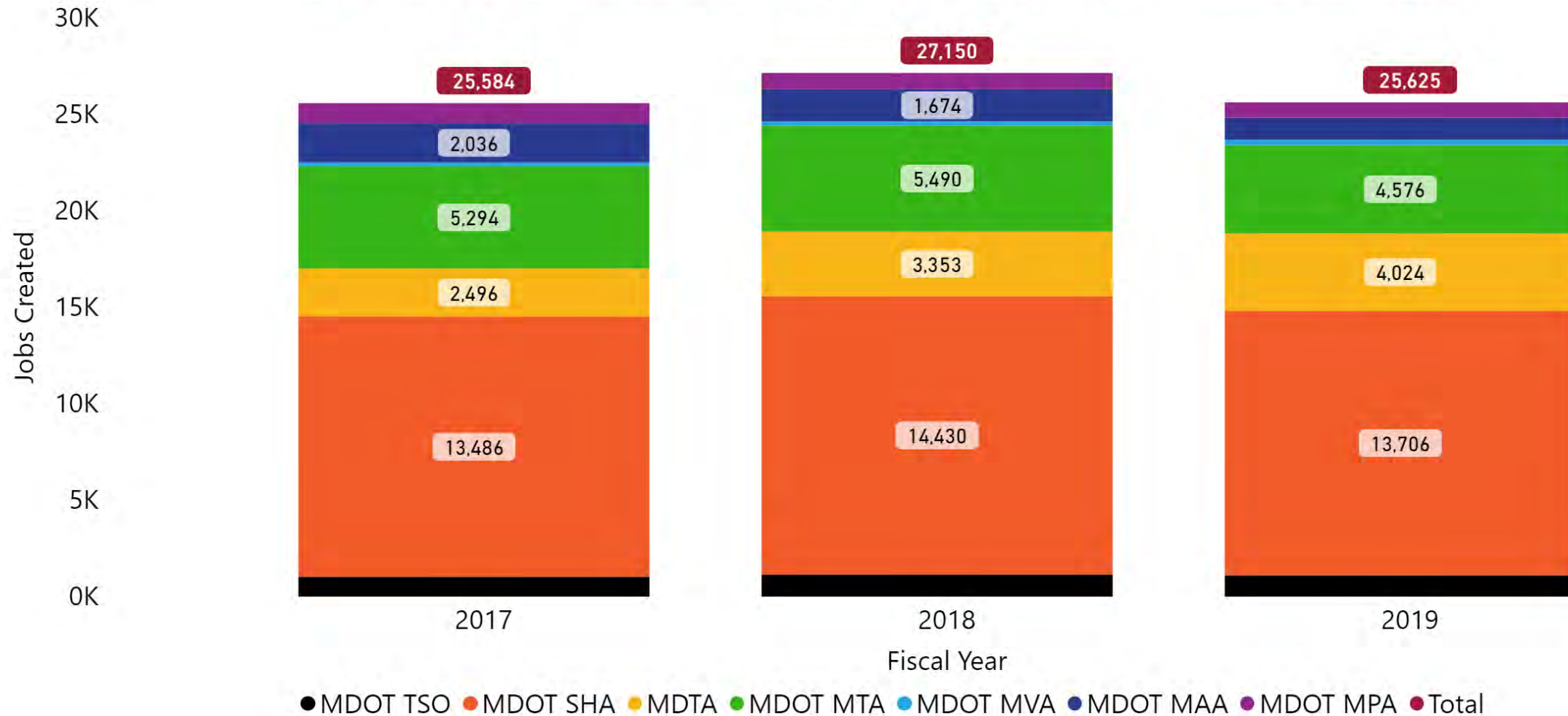
FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

TANGIBLE RESULT #10

TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.1: Economic Return from Transportation Investment

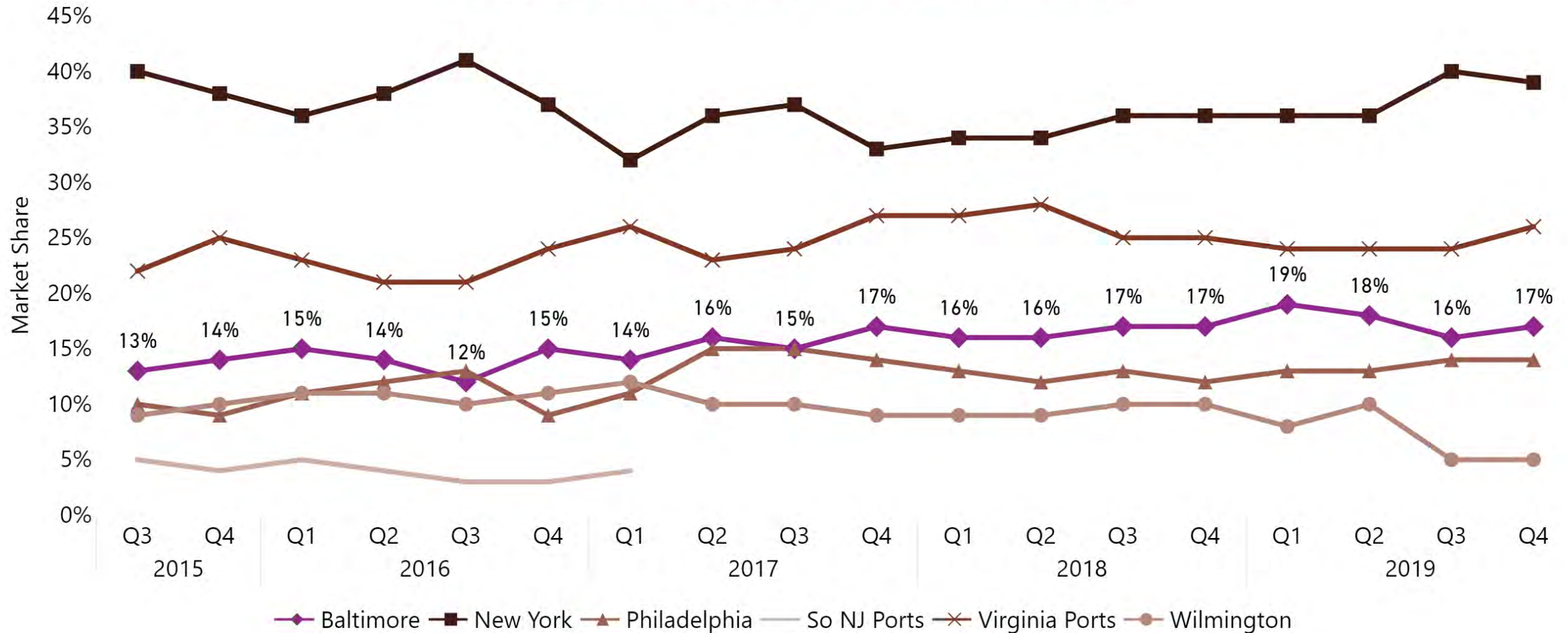
Chart 10.1.1: Estimated Number of Jobs Created by TBU Capital/Construction Programs



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.3: Freight Mobility

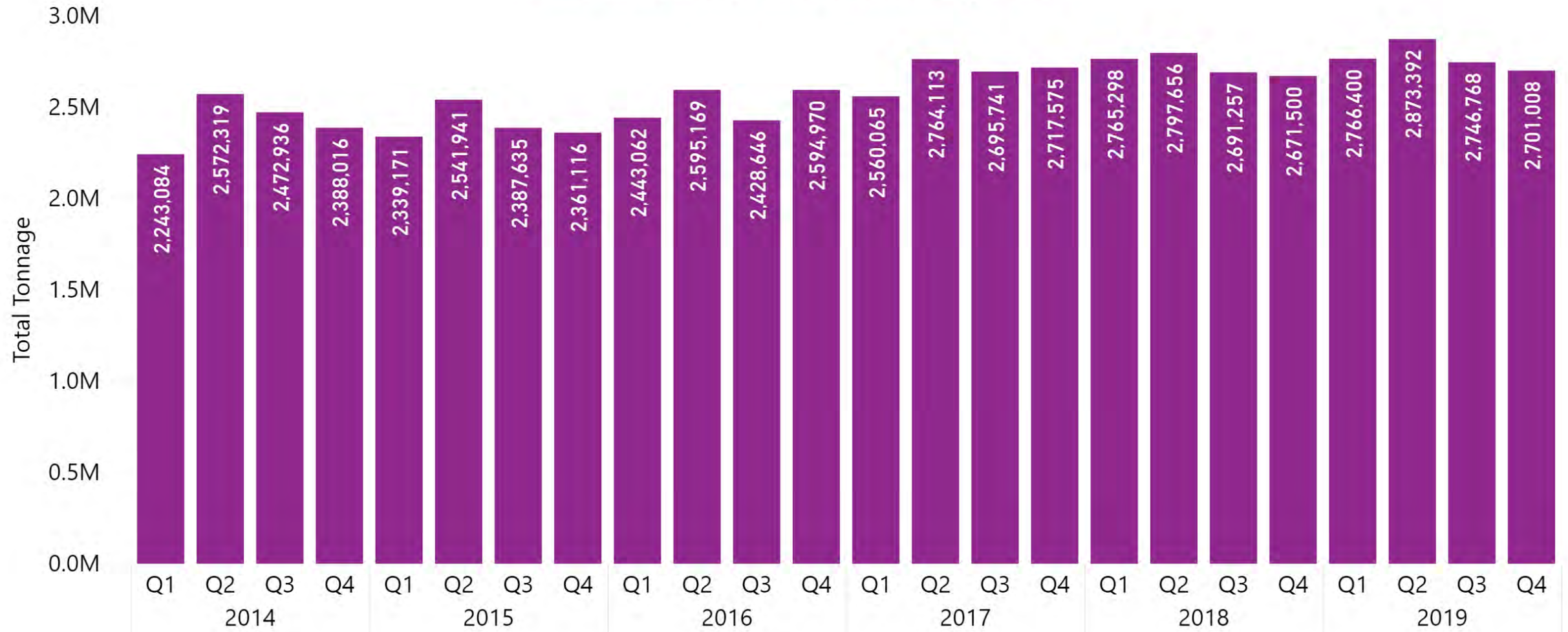
Chart 10.3A.1: Quarterly Market Share, Mid-Atlantic Ports



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.3: Freight Mobility

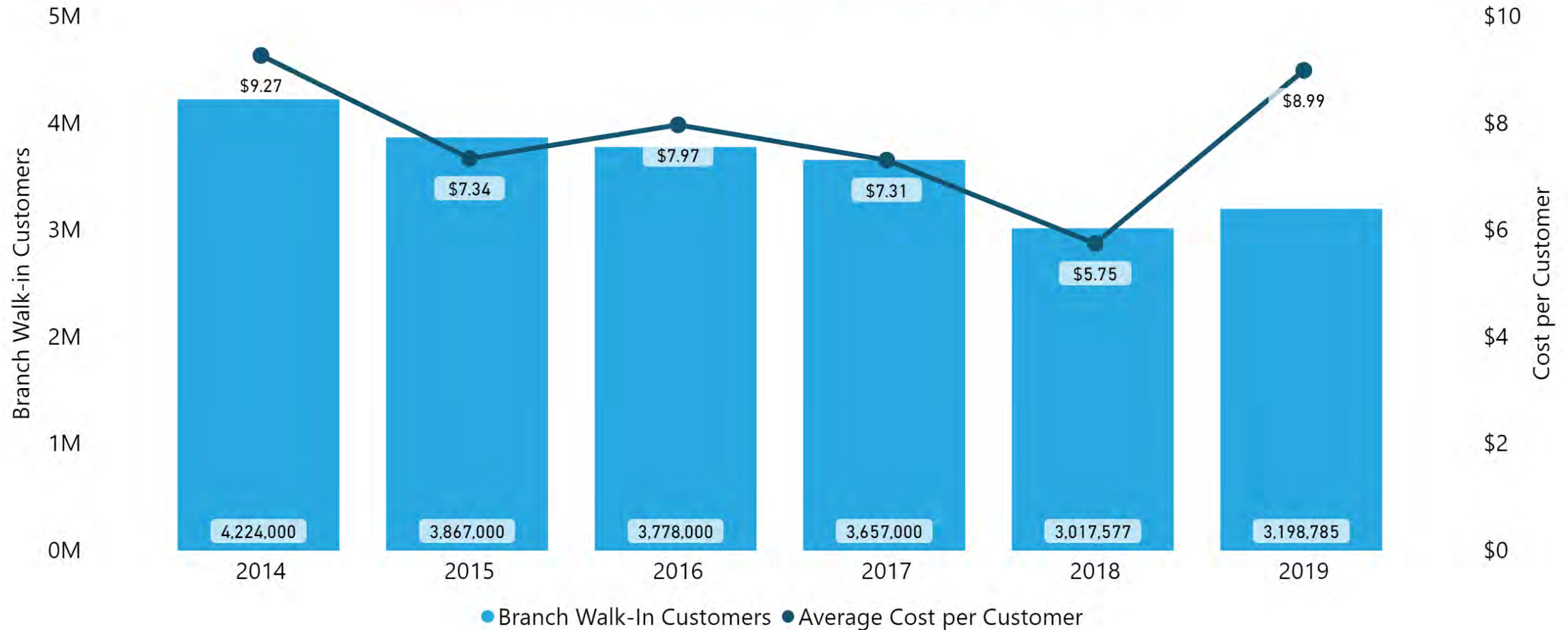
Chart 10.3B.1: MPA Total General Cargo Tons



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.6: Total User Cost Savings

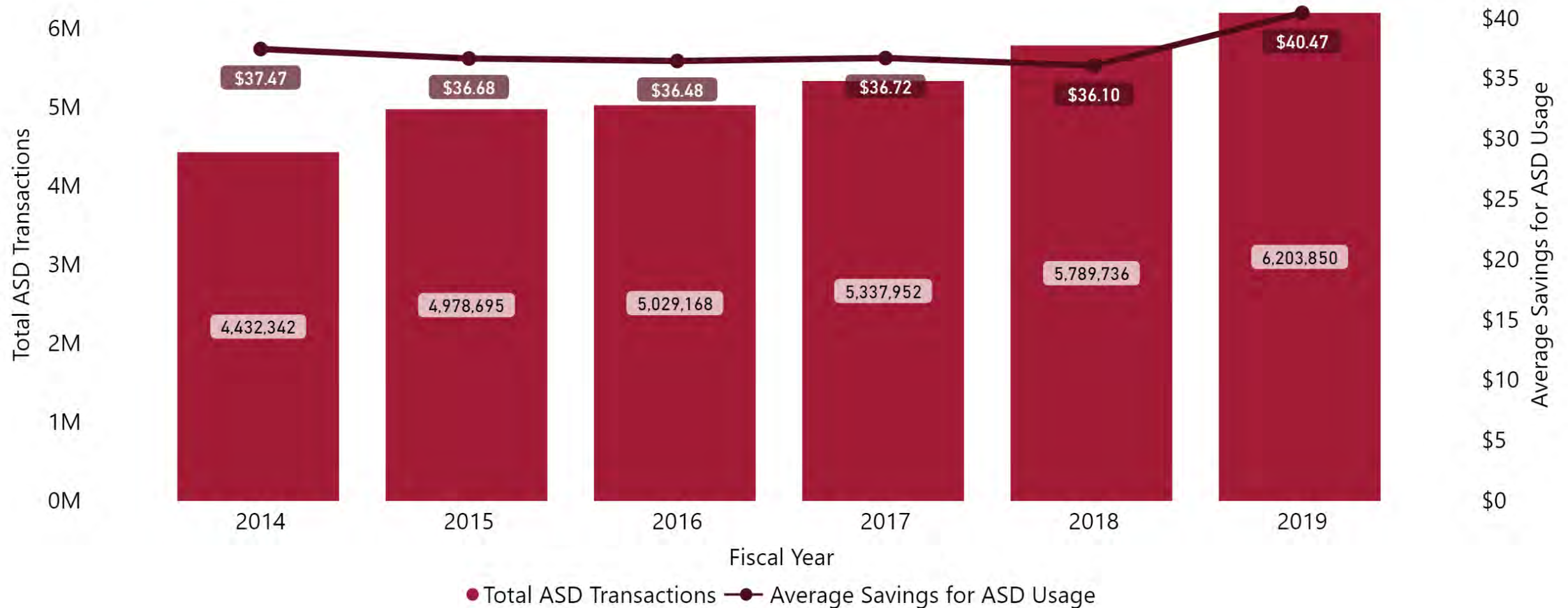
Chart 10.6B.1: Opportunity Cost per Customer Due to Wait Time



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.6: Total User Cost Savings

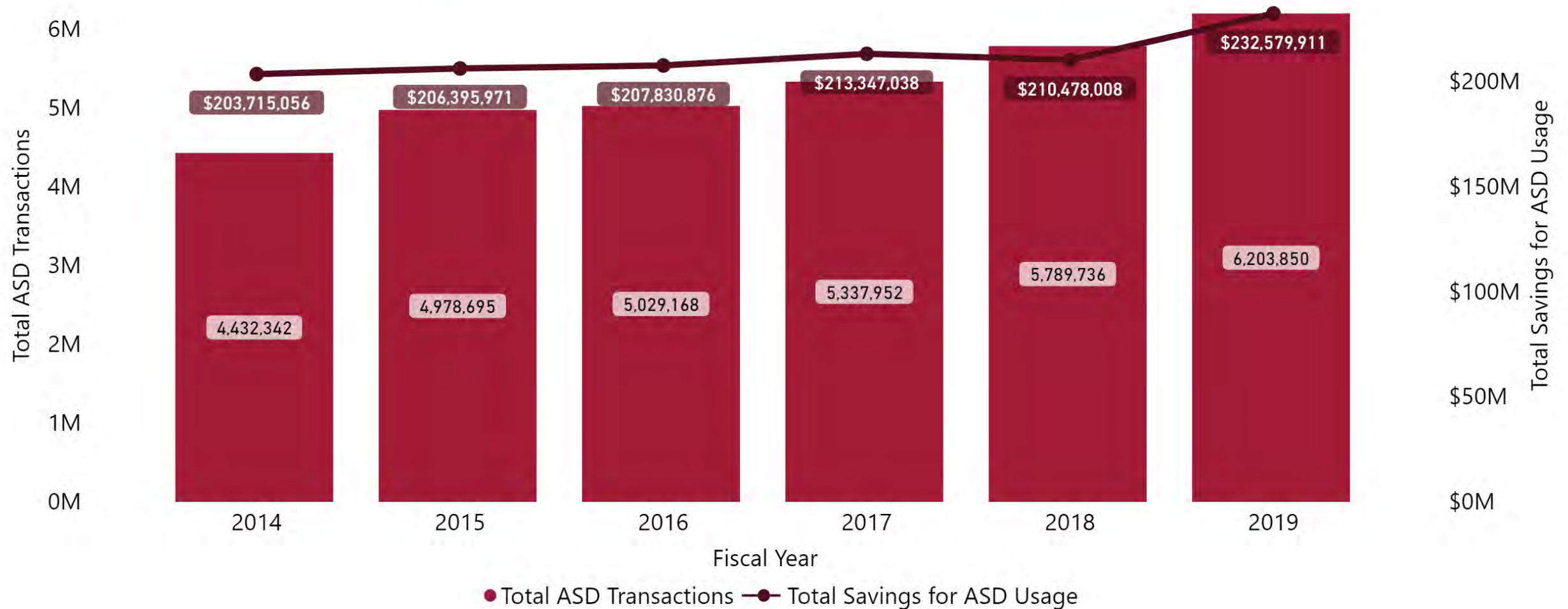
Chart 10.6C.1: Opportunity Cost Savings to Individual Customers for Alternative Service Delivery (ASD) Usage



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.6: Total User Cost Savings for the Traveling Public due to Congestion Management

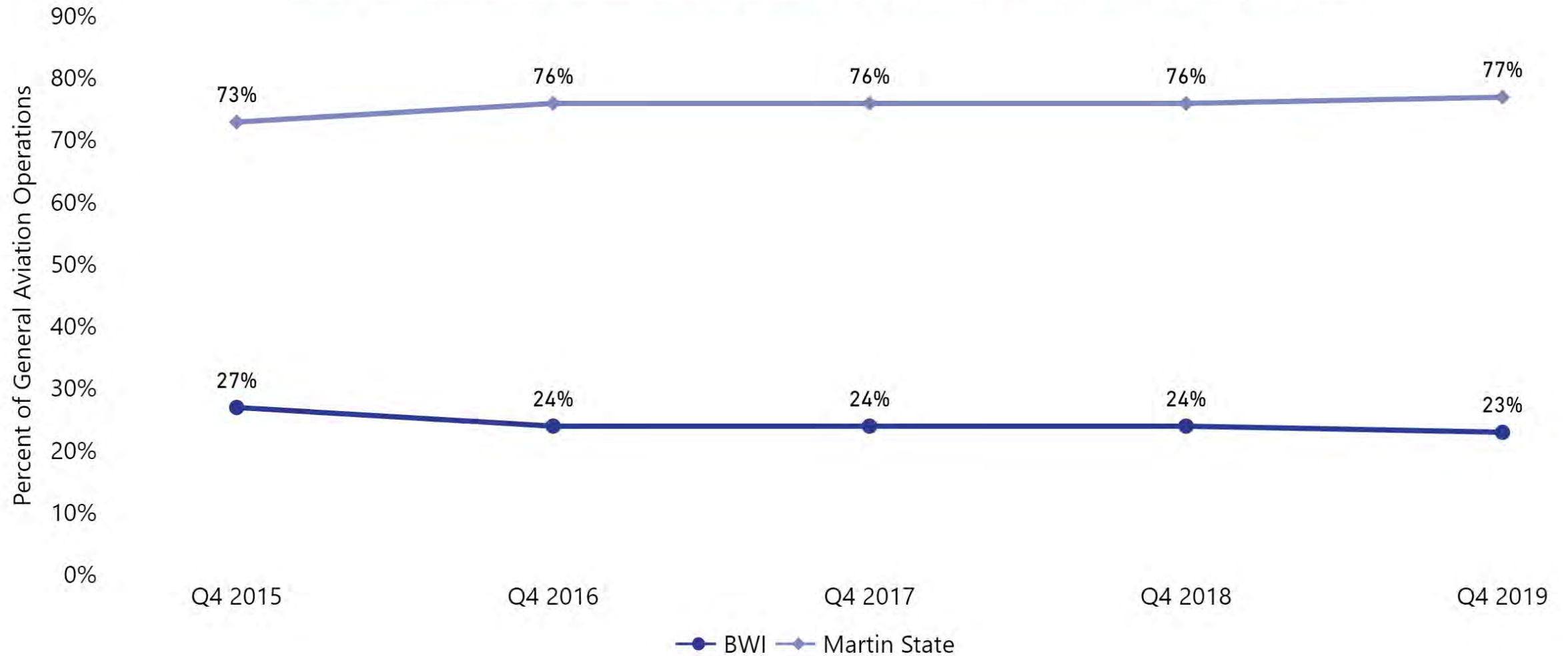
Chart 10.6C.2: Opportunity Cost Savings to Customer for ASD Usage Total



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.8: Market Share

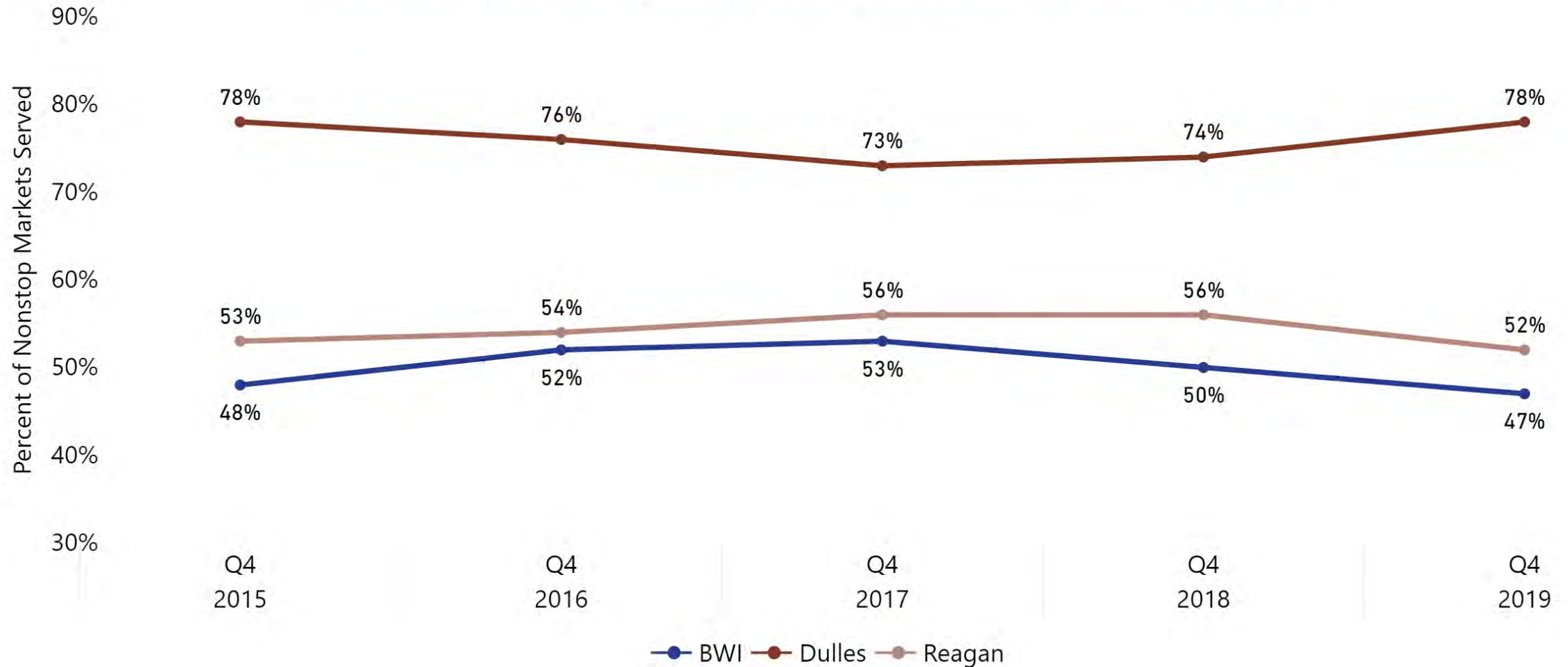
Chart 10.8A.1: Percent of All General Aviation Operations Other than Local Operations



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.8: Market Share

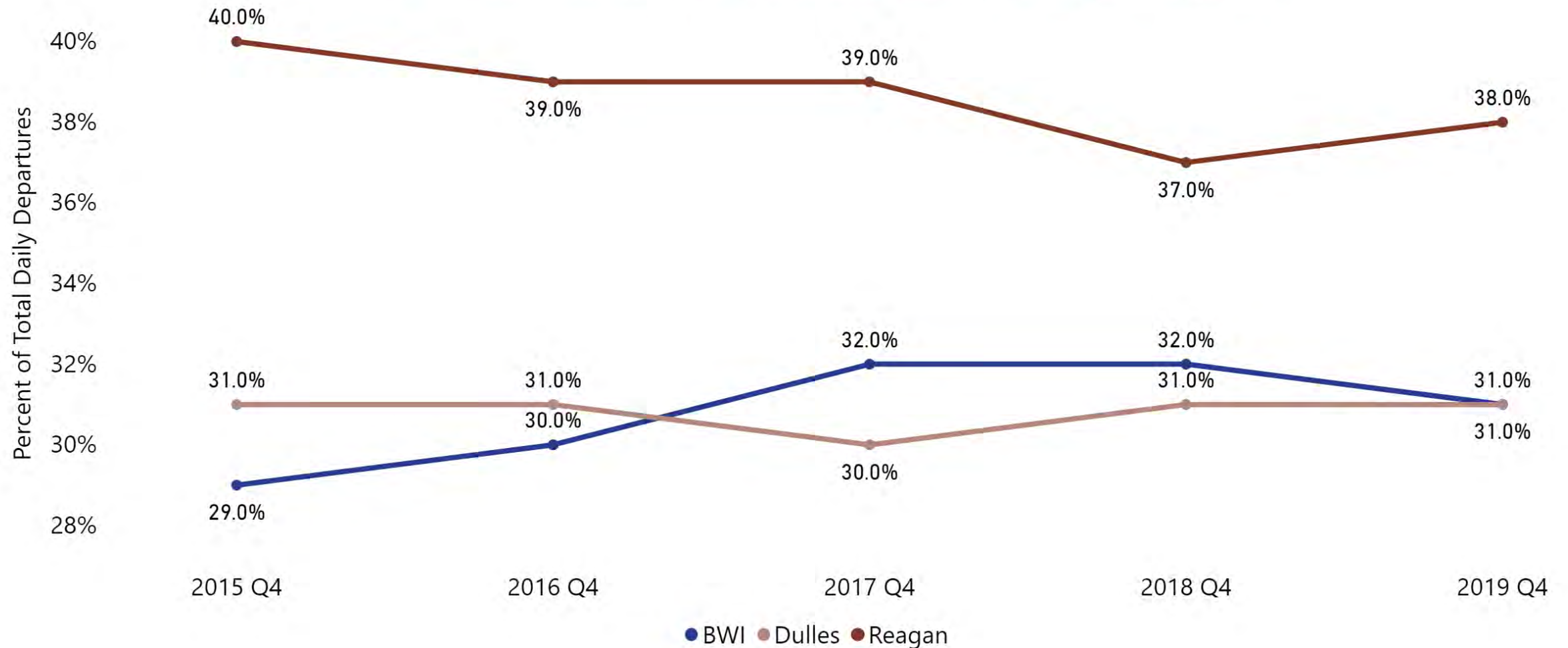
Chart 10.8B.1: Percent of Nonstop Markets Served Relative to Benchmark Airports



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.8: Market Share

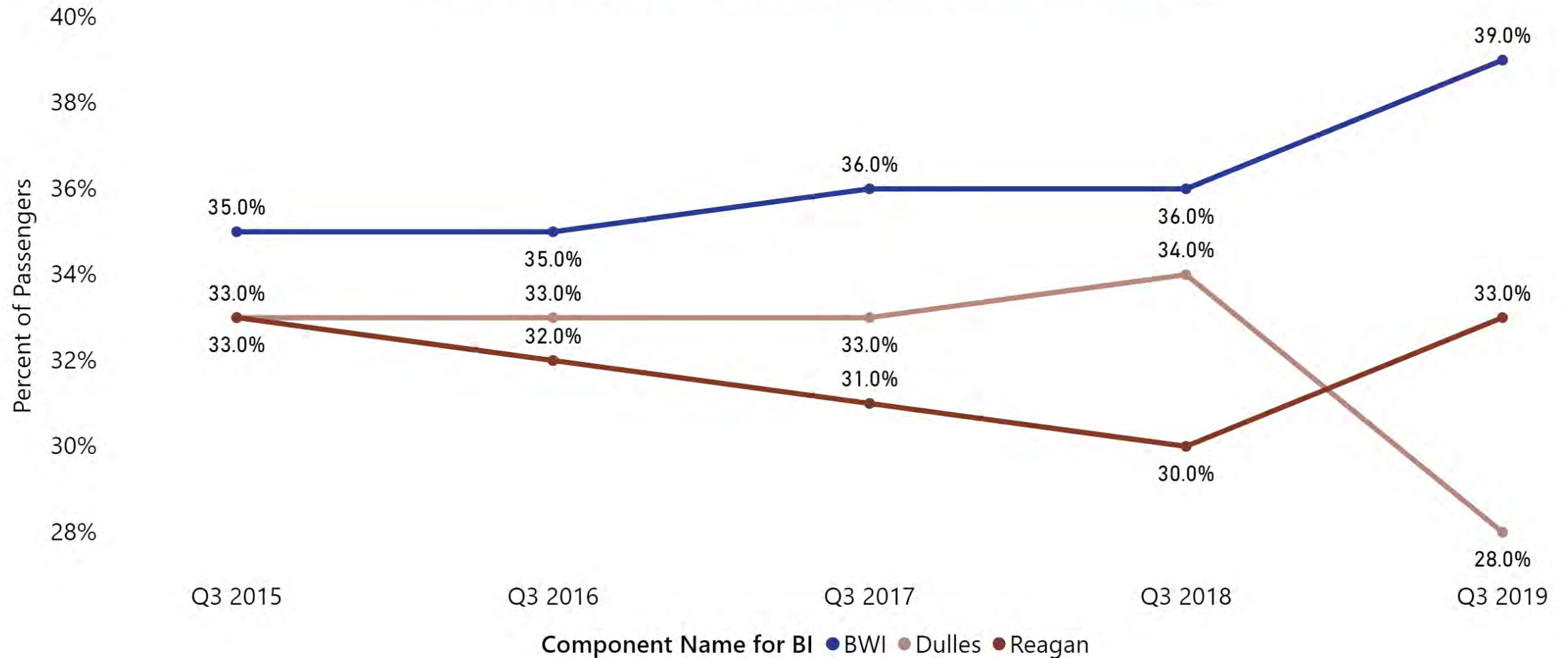
Chart 10.8C.1: Percent of Total Daily Departures at the Region's Airports



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.8: Market Share

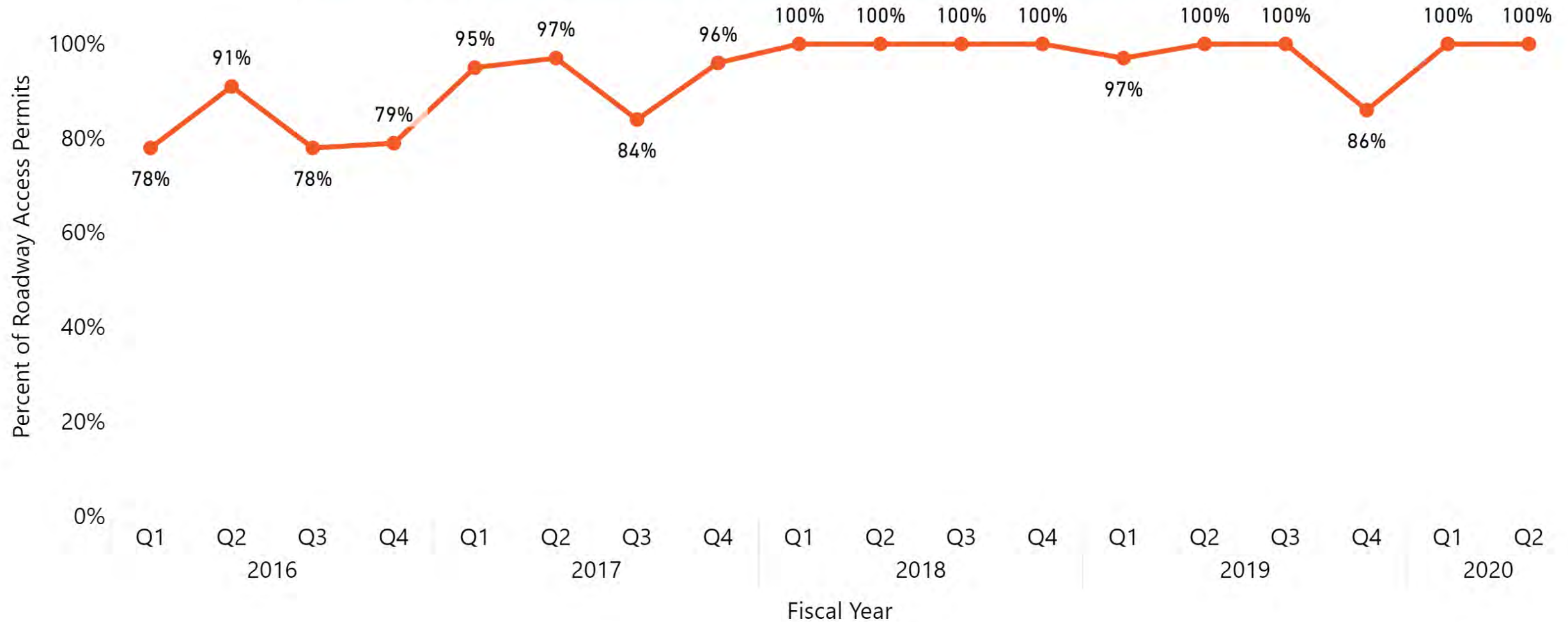
Chart 10.8C.2: Percent of Passengers Using the Region's Airports



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM#10.9: Percent of Roadway Access Permits Issued within 21 Days or Less

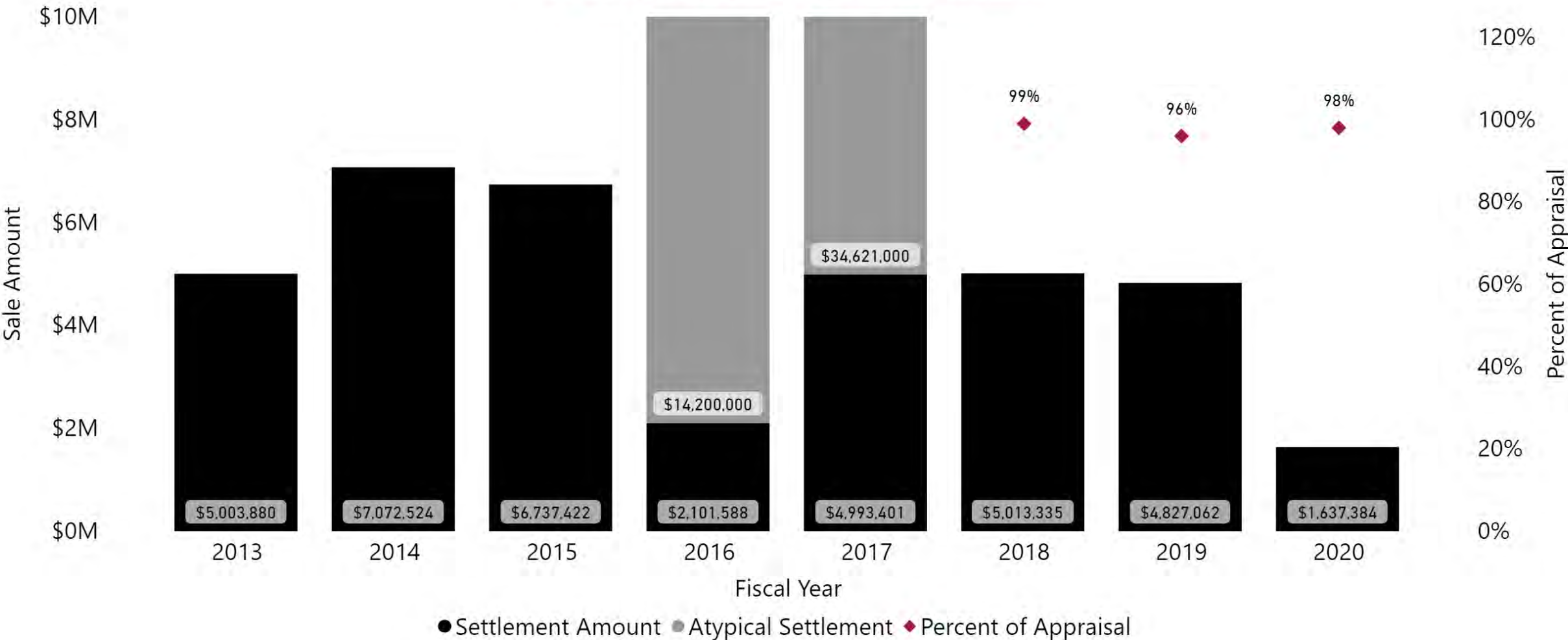
Chart 10.9.1: Percent of Roadway Access Permits Issued within 21 Days by Quarter



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM TSO 10.1: Value of Land Sold

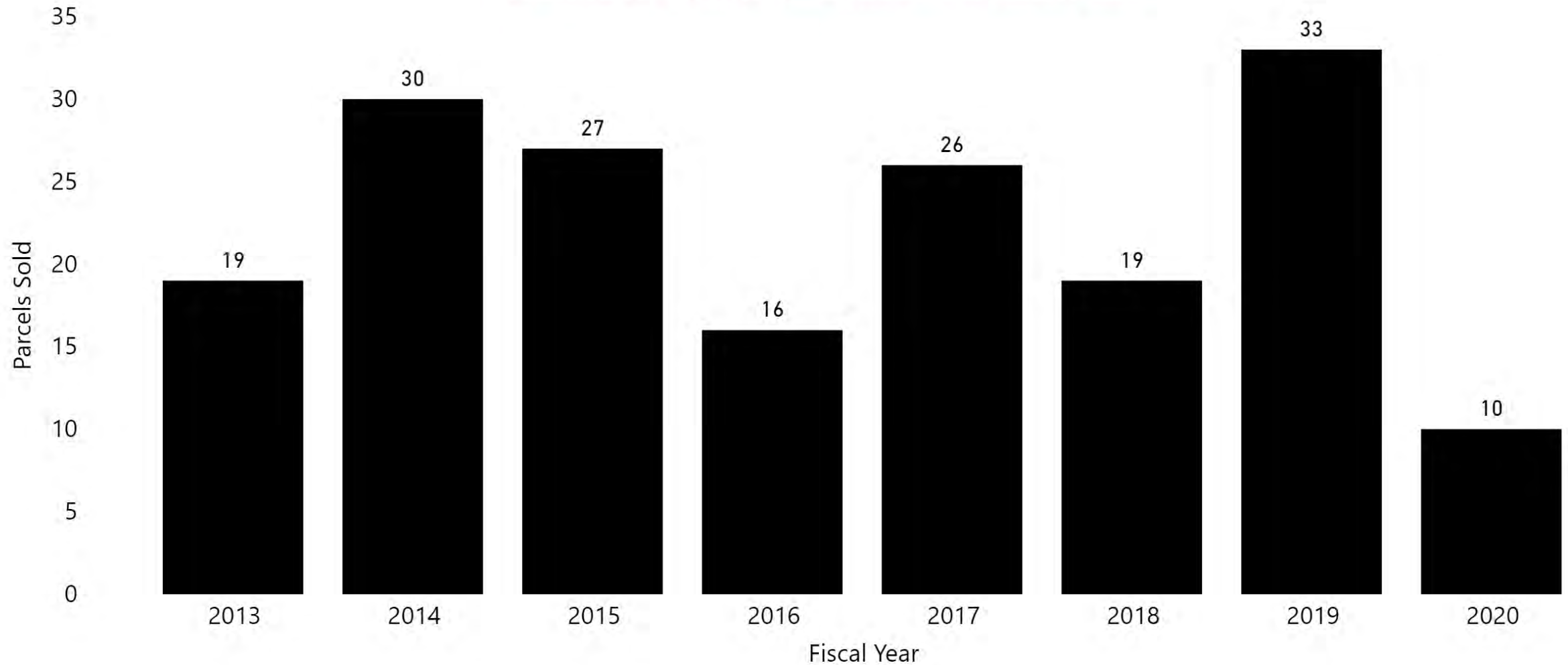
Chart 10.10.1: MDOT-Wide Sale Amount



TR#10: FACILITATE ECONOMIC OPPORTUNITY IN MARYLAND

PM TSO 10.1: Value of Land Sold

Chart 10.10.2: MDOT-Wide Number of Parcels Sold





PRESENTING:

TANGIBLE RESULT #10

TBU SPECIFIC MEASURES

PM MPA 10.1: Productivity at the Port of Baltimore

Chart MPA 10.1.1: Seagirt Marine Terminal Ship-to-Shore Container Productivity Per Hour

